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Plan for "Meat for Health Week" Outlined in this Issue

Vol. 68

No. 18

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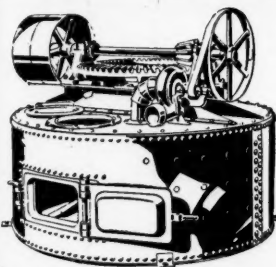
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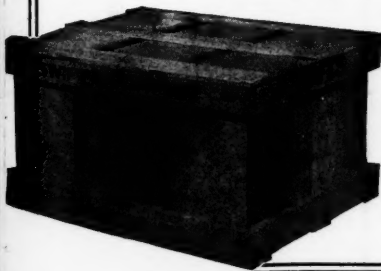
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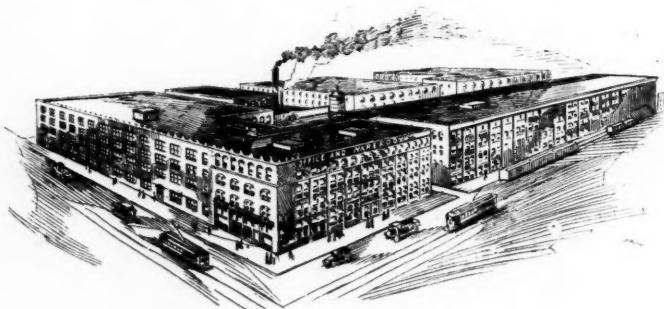
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THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

PUBLISHED EVERY SATURDAY

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Vol. 68.

Chicago and New York, May 5, 1923.

No. 18.

"Meat for Health Week" Is Planned

National Live Stock and Meat Board Urges Observance of Plan to Tell Public Health Value of Meat

Everybody in the livestock and meat industry, from producer clear through to retailer—and the general public as well—is urged to observe the period from June 25 to June 30 as "Meat for Health Week."

This nation-wide drive for healthful food, inaugurated by the National Livestock and Meat Board, includes campaign plans in which the consumers of the country will be given every possible opportunity to learn the truth about meat as a healthful food.

The aim of the campaign, and an outline of its method, is set forth in the following public statement issued by R. C. Pollock, managing director of the National Livestock and Meat Board:

The Importance of Meat.

"As a means of calling the attention of consumers to the fact that meat is a wholesome, healthful food, high in food value, and important in the economic structure of our country, the National Livestock and Meat Board has requested all agencies in the livestock and meat industry, as well as the general public, to pro-

mote the observance of the period from June 25 to 30 inclusive as 'Meat for Health Week.'

"The board has called upon all factors in the livestock and meat industry to co-operate and participate in this constructive movement.

"Until the organization of the National Livestock and Meat Board there was no medium through which livestock producers and feeders, livestock commission men, meat packers and retailers could co-operate to bring the truth about meat before the public. The National Livestock and Meat Board is now functioning actively and receiving helpful co-operation from many quarters.

"Now, with the further co-operation of all factors in the industry, from those who raise the livestock to those who sell the meat, we hope, through the medium of this 'Meat for Health Week' to bring to the attention of consumers everywhere throughout the United States, not only the truth about meat and its importance in the diet, but also pertinent facts regarding its buying, preparation, cooking, and use.

Plans for the Campaign.

"Our tentative plans include:

"The distribution of meat recipe booklets and of colored posters, including the handsome meat poster recently issued by the United States Department of Agriculture, calling attention to the healthfulness of meat;

"The holding of demonstrations on a large scale throughout the country to teach housewives useful information about methods of preparation and serving meats;

"Window displays in retail shops;

"The inclusion of 'Meat for Health' copy in advertisements of retailers, packers and others;

"The preparation of special advertising copy, and the co-operation of the United States Department of Agriculture, agricultural associations, agricultural colleges, the livestock commission men, the Institute of American Meat Packers, the United Master Butchers of America, the National Association of Meat Councils, and the local meat councils.

"It is our hope that all of these organizations, as well as all individuals in the industry, will lend their full co-operation to make 'Meat for Health Week' a grand success."

Packers Asked to Co-operate With Meat Board

At its initial meeting in Chicago last week the new Committee on Trade Extension of the Institute of American Meat Packers was asked by President Charles E. Herrick of the Institute to participate in the plan of the National Livestock and Meat Board for a "Meat for Health Week."

This committee, comprising in its membership some 40 or 50 of the leading packers of the country, met in a two-day session at Chicago with this as the chief topic to come before it. Following President Herrick's presentation of the matter the Committee on Public Relations of the In-

stitute was asked to present a plan for participation in the campaign.

This plan, endorsed by the Committee on Trade Extension, and later approved by the executive committee of the Institute, appears in full in this issue of THE NATIONAL PROVISIONER.

In opening the sessions of the Committee on Trade Extension President Herrick indicated that the campaign to increase meat consumption must necessarily take into account questions of waste and economy, backwardness and efficiency.

He pointed out that the campaign to

increase consumption "involves the efficiency of the meat and livestock industry from farm to table," and that "anything between producer and consumer which adds an unnecessary fraction of a penny to the cost of growing livestock, dressing meat or distributing meat products, is a deterrent of meat consumption."

President Herrick's opening remarks, in part, follow:

Herrick Urges Co-operation.

"It is hoped that this newly appointed Committee on Trade Extension can and will help materially in the campaign to increase meat consumption. For example, it

is hoped that, by consequence of this committee, the Institute can give co-operation of vigorous and effective sort to the National Livestock and Meat Board, which already has requested certain definite co-operation from the Institute.

"As evidence of the need of additional outlets for our products, let me quote from a report recently placed before Mr. Wallace, secretary of the United States Department of Agriculture, by a committee of well-informed economists appointed by him to consider the agricultural outlook. The report says in part:

Report on Agricultural Outlook.

"The corn situation at this date is about normal, stocks on farms being almost exactly the same as the five-year pre-war average. Between now and the time the new crop is harvested there will be some tendency toward corn shortage because of the larger number of hogs on feed.

"Hog production has been heavy and is still in a state of expansion. Unless bad weather and other conditions have reduced the number of spring pigs to an unusual degree, the price of hogs may be depressed next fall and winter.

"During the past winter more pounds of pork products were produced than in any previous winter in history, amounting to a 30 per cent increase over the preceding year.

"The storage holdings of pork and lard were on April 1, 1923, 929 million pounds as compared to 677 million pounds on April 1, 1922, an increase of 37 per cent in the year, an equivalent on a liberal estimate for carcass weights of over 1,300,000 hogs. All products except lard show a distinct increase.

"The prospect which producers must face before a year has elapsed is the absorption by domestic and foreign consumers of a surplus of over six million hogs and 250 million pounds of stored products. This represents a surplus of over seven million hogs, approximately 12 per cent above last year's production."

"The committee reports that, for stated reasons, the foreign outlook, on the demand side, 'seems slightly less favorable to our farmers in 1923 than it was in 1922.'

"The committee says: 'The domestic demand for agricultural products will be active so long as the present prosperous condition of business with full employment continues. Most competent observers seem to agree that we may expect general business prosperity to last at least six to nine months longer.'

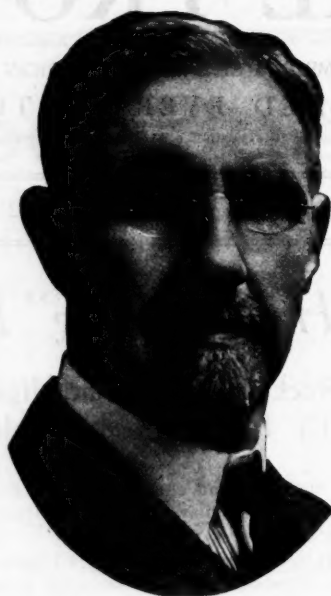
Meat Board On the Job.

"The National Livestock and Meat Board is now at work. R. C. Pollock, managing director, is on the job, and the organization is making its existence and its purpose increasingly felt. It comprises in its representation the livestock producers, who constitute a majority of the board; the livestock commission men, the retailers, and the packers—in short, the entire livestock and meat industry.

"On that board the Institute is ably represented by two delegates, Thomas E. Wilson and F. Edson White. Through them, as a result of the functioning of this committee, we can offer to the board a degree of effective and efficient co-operation befitting this gigantic industry and the trade association by which it is represented. We should give to the National Livestock and Meat Board no greater co-operation than it cares to have; no less co-operation than it wishes to receive. That has been the attitude of the Institute at all times.

"Neither in our co-operation with the

board, nor in our independent efforts to increase meat consumption, however, should we delude ourselves with the idea that this task is a simple one. It involves something more than beating of drums and waving of banners. It involves also



CHARLES E. HERRICK.

President, Institute of American Meat Packers. sober analyses, quiet education, serious research, intensive merchandising and a great deal more.

"It involves the efficiency of the meat and livestock industry from farm to table. Anything between producer and consumer which adds an unnecessary fraction of a



R. C. POLLOCK.

Managing Director, National Live Stock & Meat Board.

penny to the cost of growing livestock, dressing meat or distributing meat products, is a deterrent of meat consumption.

"Every piece of useless equipment, every item of avoidable waste, every bit of inefficiency, every preventable bruise,

tends to increase the price of meat and thereby decrease the rate of meat consumption per capita.

"Wasteful methods of delivery, outworn processes, uneconomic merchandise—anything that adds a cost burden to meat on its way from farm to table—is inimical to increased meat consumption.

"It is too much, of course, to expect the National Livestock and Meat Board to help us in matters peculiar to meat packing. But it is possible that by increasing efficiency and sound practice, as well as by more direct methods having to do with advertising and publicity, we can help increase meat consumption, thereby benefiting every factor in the meat and livestock industry.

Packers' Work to Be Done.

"After consideration by the Central Administrative Committee, and with their advice and consent, it seemed best to create a representative Committee on Trade Extension.

"As stated in the call for this meeting, the committee has been requested specifically to consider at this time, and assist in solving, the following problems:

"First: Co-operation in the plans of the National Livestock and Meat Board, with the possible consideration of promoting a National Meat Food Week.

"Second: The economical and efficient methods of packing and preparing products for the trade and a further standardization of containers. This contemplated preparation of an exhibit to vividly portray the need for prompt adoption of recommendations designed to lessen the number of types of containers in use.

"Third: Suggestions pertaining to methods of the Bureau of Animal Industry inspectors and possible recommendations to the bureau as to changes necessary to make their regulations more practicable without impairment of the service.

"Fourth: Improved methods of handling livestock.

"If we are met in a spirit of endeavor to co-operate and to better conditions in the industry by constructive action, I feel certain that much may be accomplished along those lines. If, on the other hand, we have assembled with a pessimistic attitude, feeling that while conditions are bad there is little hope for betterment of them through any efforts this meeting may make, then our progress will be doubtful and our effort nullified at the start."

Plan for Packer Co-operation

The plan worked out by the Committee on Public Relations of the Institute for co-operation in the "Meat for Health Week" designated by the National Livestock and Meat Board, and which after approval by the Committee on Trade Extension was adopted unanimously by the Executive Committee of the Institute, is in its main outlines as follows:

Plan for Packers' Part.

In recommending a plan for the Institute's co-operation with the National Livestock and Meat Board in a National Meat Food Week, referred to hereinafter as a "Meat for Health Week," the Committee

(Continued on page 52.)

ECONOMIC FORCES AT WORK IN PACKING

Relation of National and Local Packer Changes

By Edward N. Wentworth, Director Armour's Livestock Bureau.

(EDITOR'S NOTE.—This letter written to agricultural organizations explaining the difference between "national" and "local" packers will be of interest to packer readers. It assumes to point out some fundamental relations in meat production and consumption at the present time.)

The number of questions that have arisen in agricultural organizations since the announcement of the proposed purchase of Morris & Company by Armour & Company make it seem advisable to point out in this letter something of the economic forces at work within the packing industry that have served to bring about this move.

As is well known, the packing industry can be divided into two types of services: that performed by the so-called local packers and that performed by the national packers.

The local or regional packer is primarily engaged in local distribution. He draws his livestock from the territory immediately surrounding his plant and sells the bulk of his product in the same territory. At times his territory may fail to supply his livestock needs and he is then compelled to go to distant markets to purchase his raw materials.

The national packer is primarily engaged in moving the surplus of one section to meet the deficiencies of a distant section. This requires the national packers to have extensive equipment in the way of large capacity coolers, refrigerator cars, extensive selling organizations, etc. When to this heavy overhead is added the freight charges for the much greater average distance their product is moved, it will be seen that the national packer operates at a great disadvantage in his competition with local packers, despite the direct necessity of his service.

Surplus Supplies of Lamb.

The fact cannot be overlooked that the greatest surplus of lamb and mutton is found in the states of Colorado, Wyoming, Montana, South Dakota, Idaho, Washington and Oregon. According to the census of 1920 the average number of sheep per person in the United States was 0.335 head. Yet the states enumerated in the foregoing sentence had the following sheep population per person:

Nevada, 11.4; Wyoming, 9.4; Idaho, 5.5; New Mexico, 4.6; Montana, 3.8; Utah, 3.8; Oregon, 2.6; Colorado, 1.9; South Dakota, 1.4.

Surplus Cattle States.

Similarly the total "other cattle," not dairy cattle, averaged 0.335 per person for the country as a whole and the thirteen states greatly surplus in beef cattle production were:

Nevada, 4.3; Wyoming, 4.2; New Mexico, 3.4; South Dakota, 2.9; Arizona, 2.3; Montana, 1.9; Nebraska, 1.9; Colorado, 1.5; Iowa, 1.3; Idaho, 1.2; Kansas, 1.2; North Dakota, 1.0; Texas, 1.0.

Leading Hog Production States.

At the time of this census the average hog population in the United States was 0.562 per capita, and the nine leading states were as follows:

Iowa, 3.3; South Dakota, 3.0; Nebraska, 2.7; Indiana, 1.3; Missouri, 1.1; Minnesota, 1.0; Kansas, 1.0; Arkansas, 0.8; Tennessee, 0.8; Florida, 0.8.

It will be readily seen that someone must perform the service of transporting these surpluses to such livestock deficient regions as the industrial states. The livestock situation in these states is as follows:

State.	—Number of head per person of—		
	Beef cattle	Swine	Sheep.
Maine	0.044	0.119	0.156
New Hampshire	0.041	0.094	0.083
Vermont	0.040	0.296	0.178
Massachusetts	0.008	0.028	0.005
Rhode Island	0.008	0.021	0.005
Connecticut	0.008	0.044	0.008
New York	0.006	0.058	0.056
New Jersey	0.002	0.044	0.008
Pennsylvania	0.029	0.139	0.059
Average U. S.	0.335	0.562	0.335

Meat Consumption by Regions.

Yet despite this shortage of livestock per capita, the consumption of meat in this industrial section compares very favorably with every other section. The 1920 Year Book of the U. S. Department of Agriculture shows this meat consumption to be as follows:

Section.	Total, lbs.
North Atlantic	188.8
East North Central	186.0
West North Central	202.3
South Atlantic	188.9
South Central	181.6
West	183.1

The average consumption at the time these figures were taken, was 176.9 lbs. for the country as a whole, which is above our present consumption of 163.8 lbs., but undoubtedly the differential between sections still holds relatively. The biggest factor in the prosperity of our livestock agriculture is that these industrial states can eat meat in the proportion shown despite the lack of it in local production. Any factor which tends to decrease the ability of the national packers to supply the deficiencies in this section, cuts down the outlet for livestock from the surplus producing states and to that extent lowers livestock prices.

Since this service is essential to the livestock industry as well as to consumers, it is obvious that national packing companies must continue, and must be permitted certain types of development unnecessary for local packing companies. In other words, the national packing companies are forced to develop something to offset the lesser costs of freight, of selling organiza-

tions, and of immediate turn-over in the local market that have proved so advantageous to the local packers.

How National Packers Function.

In general, the national packers have met this situation in three ways.

The first method lay in the development of great volumes of business, which permitted them to operate on a narrower margin and small profit per dollar in the business than the local packers.

The second method grew out of the first in the development of the by-product industries. Due to the volume of the business the by-products could be saved in large enough quantities to permit the marketing of many waste products which normally the small packers could not afford to manufacture. These credits could usually be applied to the difference in freight rates.

The third method, which offset the cost of the selling organization, lay in the more efficient distribution and the choice of point of sale so that each grade and class of meat could be placed in the market that would pay the highest price.

It is more or less obvious that the amount of business done by the national packers will decrease relatively as the years go by. The increasing population of the far western states is bound to provide increasing local markets and to reduce the present surpluses of each state. Furthermore, it is impossible to expect that the costs of transportation will be lowered proportionately in the near future, or that they ever will again approach the low rates which prevailed in the boom days of the western livestock industry and the developing national packing industry.

On this account it is going to become progressively easier for livestock to be raised profitably in the industrial states of the east, since the margin of competition with the west has been broadened. More livestock will be raised in these states and more business will therefore exist for local packers.

National and Other Packers.

Statistical proof of this condition since the war is already in existence. Using federal inspected slaughter as the base, although in 1922 it comprised only 63.5 per cent of the total slaughter of the country, the following percentages show how the business of the national packing industry has shrunk, and how the business of the local packers has increased:

TOTAL AND PER CENT. SLAUGHTER.

	Cattle		Calves		Sheep	
	Num.	% of total.	Num.	% of total.	Num.	% of total.
Inspected slaughter—						
1919	11,241,991	3,674,227	11,394,030	...	...	...
1920	9,700,819	4,227,558	12,412,097	...	...	...
1921	8,179,572	3,896,207	12,472,462	...	...	...
1922	7,871,457	3,924,255	11,982,192	...	...	...
Total national packers—						
1919	8,827,831	78.5	2,840,568	77.3	9,889,951	86.8
1920	7,429,352	76.5	3,149,583	74.5	10,503,799	84.5
1921	5,933,983	72.5	2,764,966	70.9	10,156,924	81.4
1922	5,622,693	71.4	2,728,656	69.5	9,515,575	79.3
Total local packers—						
1919	2,414,160	21.5	833,659	22.7	1,504,079	13.2
1920	2,280,467	23.5	1,077,977	25.5	1,908,298	15.5
1921	2,245,589	27.5	1,131,241	29.1	2,315,539	18.6
1922	2,248,764	28.6	1,195,600	30.5	2,468,617	20.7
Total national slaughter—						
1919	44,398,380	...	70,708,687	...	...	...
1920	38,981,914	...	65,331,388	...	...	...
1921	37,702,866	...	62,251,107	...	...	...
1922	39,416,439	...	63,194,343	...	...	...
Total national packers—						
1919	27,430,371	61.8	48,988,721	69.3	...	...
1920	21,715,901	55.7	42,798,633	65.5	...	...
1921	19,941,965	52.9	38,797,438	62.3	...	...
1922	19,587,281	49.7	37,452,204	59.3	...	...
Total local packers—						
1919	16,968,018	38.2	21,719,916	30.7	...	...
1920	17,266,013	44.3	22,532,755	34.5	...	...
1921	17,760,901	47.1	23,453,269	37.7	...	...
1922	19,829,158	50.3	25,742,139	40.7	...	...

The foregoing figures are thoroughly significant. The national packers have receded 10 per cent of the total federal inspected slaughter since 1918; or, looked at

(Continued on page 44.)

Short Form Hog Test

Knowing what your hogs cost you alive, are you able to tell each day your cutting profit or loss per hog or per cwt.?

In a recent issue THE NATIONAL PROVISIONER printed a "short form hog test," giving the percentage yields of all cuts and offal for 200 lb., 250 lb. and 300 lb. hogs, with computations for losses, credits and expenses, so that the net profit or loss per hog or per cwt. might be figured almost at a glance.

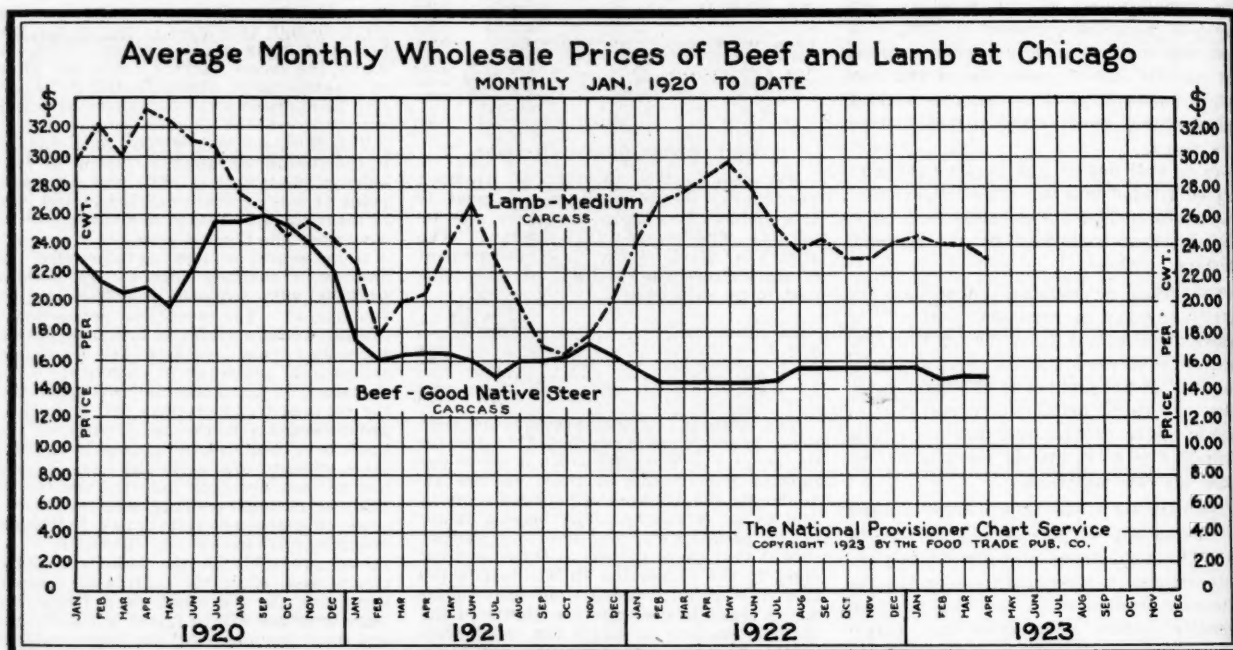
This test, in table form, has been reprinted on heavier paper, and is available to subscribers upon application to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. Copies will be supplied only as long as they last.

April Wholesale Beef and Lamb Price Comparisons

The chart of beef and lamb prices for April, 1923, shows a steady market for beef, but a decline for lamb.

For some time wholesale prices for beef have held steady. But an oversupply developed as there were too many cattle marketed. Everyone was trying to do a volume of business and reduce overhead expense. With a lower price basis for cattle there would have been fewer marketed and a better dressed beef price. Now, however, the consuming public is turning to beef. With rising temperatures beef invariably comes into its own and the average price has held steady for several weeks.

Lambs have declined in average prices during April as the supply for a time exceeded the demand. The high prices of last year resulted in a great many more being fed this year.



Meat Consumption Reflects Conditions

Consumption of meat and meat products continues on a broad scale, reflecting better employment conditions and the improved industrial situation. This condition has been particularly noticeable in the industrial centers of the country, according to the Institute of American Meat Packers.

Despite the broad demand, however, the wholesale prices of practically all kinds of meat remain at low levels. This is especially true of smoked meats, such as hams, bacon, and picnics, and of fresh pork cuts, such as butts and shoulders. The wholesale prices of fresh pork loins declined somewhat about the middle of the month, but advanced slightly again toward the end of the month. The trend of smoked meat prices was downward, but the price change was slight.

The wholesale prices of smoked hams are now from 28 to 30 per cent lower than a year ago at this time. Smoked picnics are about 25 per cent lower than a year ago.

Meat Values Too Low.

In the opinion of many packers, present meat values are too low, compared with costs of raw materials plus expenses. The recent advance in wages will add materially to packinghouse expenses. Increased cost of supplies also is a factor. In many cases hogs are still "cutting out" at a loss, and according to some packers, beef operations during recent weeks have not been

on a profitable basis. The advance in the live price has been more rapid than the increase in the selling price of the beef.

Receipts of live stock at twenty leading markets for the first four months of the year were about 7 per cent larger, in the case of cattle and sheep, than for the same period a year ago. Receipts of hogs for these four months, however, were a third larger than a year ago. Taken in conjunction with the fact that exports so far this year have not increased greatly, if at all, and that most of this increased production, therefore, has been marketed at home, these figures indicate to some degree the enlarged volume of recent and current consumption.

Export Trade Only Fair.

The export trade in pork and pork products has been only fair. Trade with England has been dull, and prices there are unsatisfactory. Stocks of bacon in English centers are plentiful and ham stocks are rather large. Slaughter of hogs in Denmark, whence comes much of the bacon consumed by England, has continued heavy.

The Continental countries, particularly Germany, bought rather liberally of lard and fat backs. There was some demand for cuts such as dry salt plates and butts. It is interesting to note that the demand for these cuts, which are relatively low-priced, has developed since the war, and perhaps is a reflection of financing conditions on the Continent.

The domestic trade in fresh pork was large in volume, but prices, which have been abnormally low for several months, were unsatisfactory. Towards the end of

the month, however, values improved somewhat.

The volume of consumption of smoked meats also was large, especially when it is considered that the post-Easter trade ordinarily is rather dull. Quotations on cash sales in carload quantities of sweet-pickled and dry salt meats declined somewhat, but the sales on which the reduced quotations were based were those of a relatively small number of cars of product. Moreover, the prices of fancy hams and bacon were about stationary during the month, and the prices of standard grades of ham, bacon, and picnics only slightly lower.

Trade in the South was slow, owing to the backward season. Toward the latter part of the month, however, there was a noticeable improvement.

Stocks of meats, particularly of sweet pickled meats, show a substantial increase over a year ago, and also over a month ago. Many observers believe that, considering the improved industrial situation, and the broad demand, present stocks are not excessive.

Hog Prices Go Lower.

Hog prices moved lower toward the end of the month, although the average for the month as a whole was only slightly lower than for March and was higher than for February. Receipts included some unfinished light hogs. This was most noticeable in markets west of Chicago. On the whole, the hogs which came to market in April did not yield as high a percentage of product as those which came in previous months.

Receipts of cattle ran considerably higher than a year ago but slowed down somewhat late in the month. The market during the first part of the month was

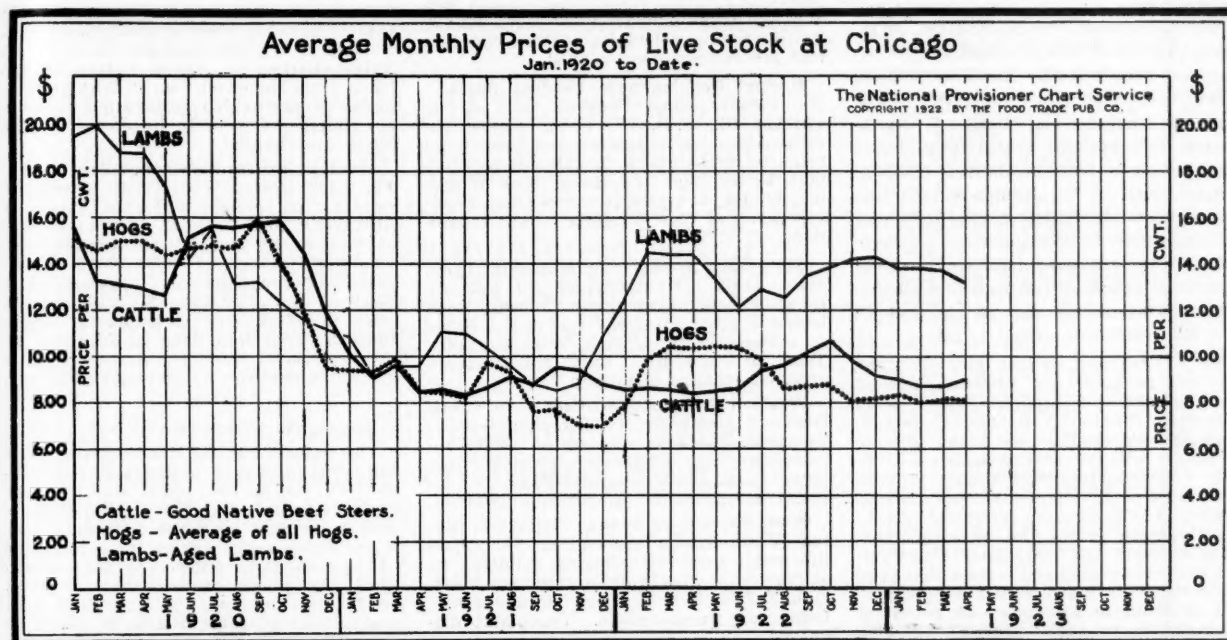
April Hog and Lamb Prices Declined and Cattle Increased

During the month of April, 1923, prices of hogs and lambs both declined while, on the other hand, the prices of cattle increased.

Of these prices, those for hogs showed a decline as a reflection of the enormous receipts which have been coming all through the winter and spring. It was, however, not a great decline. April hogs averaged \$8.10, compared to \$8.20 for March, and \$8.05 for February and \$8.35 for January.

Good native steer prices for April, 1923, averaged \$9.20, as compared with \$8.85 for March and February and \$9.15 for January.

Aged lambs for April averaged \$3.30, as compared with \$3.85 for March, \$3.90 for February and January.



slow and lower, but reacted during the last half, displaying more activity and stronger prices.

Yearlings were plentiful, and stocker and feeder cattle moved readily at steady prices throughout most of the month.

The quality of the cattle coming to market has been good. Many of the animals which have been received recently have been relatively heavy, showing the effects of long feeding.

The dressed beef markets, especially in the east, were weak and draggy, but showed some firmness during the last two weeks.

Hide stocks are sold well up to production. Prices have been steady.

Under the influence of heavy receipts, lamb prices fell off sharply during the first half of the month. Sheep were high in price, with a steady market, until late in the month when they declined slightly as the lamb prices steadied. California lambs also sold at declining prices early in the month. A few sheep and lambs were sold for export alive.

Prices of dressed lamb and mutton remained about steady during the first part of the month, but advanced slightly toward the end of the period. The demand has been well equalized among the different cuts.

The wool trade was very active, especially in the best quality, with prices ruling strong to higher.

SOUTH AFRICA GIVES MEAT BONUS.

The South African Government intends immediately to introduce legislation giving a subsidy on the export of meat and livestock. The subsidy proposed is one halfpenny per pound on beef and one farthing on live stock; it will be given to owners of meat and live stock who will

Livestock Prices at Chicago for April Compared to Six-Year Pre-War Average

Showing percentage of prices for April, 1923, 1922, 1921, and 1920, with the average of April during the six years, 1909 to 1914:

GOOD NATIVE BEEF STEERS.

April, 1923.....	118.3
April, 1922.....	109.1
April, 1921.....	109.3
April, 1920.....	166.9
April av., 1909-14....	100.0

HOGS—ALL GRADES.

April, 1923.....	101.6
April, 1922.....	129.9
April, 1921.....	106.7
April, 1920.....	187.0
April av., 1909-14....	100.0

LAMBS—AGED.

April, 1923.....	137.5
April, 1922.....	186.3
April, 1921.....	124.2
April, 1920.....	243.2
April av., 1909-14....	100.0

be in the majority of cases the cold storage companies which have undertaken to co-operate with the government. The government proposes a periodic inspection of companies' books in order to see that the subsidy reaches the stock farmer.

The proposal is the outcome of the government's recognition of the plight of the stock farmer, who is the backbone of South African agriculture. The stock farmer has been badly hit by the long drought, which has now broken everywhere, and there is a large surplus of

stock, much of it in poor condition, which, however, the recent rains will rapidly remedy. There is also a marked disproportion between the purchase price of stock from the farmer and the price of meat to the consumer.

The Government's proposal of a subsidy on export was announced on a motion by General Hertzog suggesting import duties on meat brought into the Union from Rhodesia, Bechuanaland and other neighboring territories as a remedy for the surplus of stock in the Union.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

MEAT RATES WRONG.

A proposal that the Interstate Commerce Commission hold rates on fresh meats and packing house products unreasonable and unduly prejudicial, from Madison, Wis., to destinations in Official Classification territory has been made by Examiner T. John Butler, in a report on No. 14288, Oscar Mayer & Company vs. Chicago & Northwestern. He said the Commission should find the rates on fresh meats from Madison to points east of the Illinois-Indiana line unreasonable and unduly prejudicial; and that the rates on packinghouse products packed and on packinghouse products loose, to Cleveland, Pittsburgh, Detroit and Buffalo unreasonable and unduly prejudicial. His conclusions were as follows:

The Commission should find that the rates on packinghouse products packed and packinghouse products loose from Madison to Cincinnati, Detroit, Cleveland, Pittsburgh and Buffalo were and are for the future will be unreasonable and unjustly discriminatory and unduly prejudicial against complainant and Madison and in favor of interior Iowa cities and southern Minnesota points and Missouri river points of origin and complainant's competitors at these points to the extent that they exceed the following rates per 100 pounds: from Madison to Cincinnati 35 cents on packinghouse products packed and 48½ cents on packinghouse products loose; to Detroit 41½ cents on packinghouse products packed and 57 cents on packinghouse products loose; to Cleveland 42 cents on packinghouse products packed and 57½ cents on packinghouse products loose; to Pittsburgh and Buffalo 48½ cents on packinghouse products packed and 65½ cents on packinghouse products loose.

The Commission should further find that the rates on fresh meats from Madison to Cincinnati, Detroit, Cleveland, Pittsburgh, Buffalo, Baltimore, Washington, Philadelphia, New York City and Boston were and are for the future will be unreasonable and unjustly discriminatory and unduly prejudicial against complainants and Madison and in favor of interior Iowa cities, southern Minnesota points, Missouri river points of origin and competitors of complainant at these points to the extent that they exceed the following rates: From Madison to Cincinnati 44 cents, to Detroit 53 cents, to Cleveland 58½ cents, to Pittsburgh and Buffalo 65½ cents, to Baltimore and Washington 95 cents, to Philadelphia 96 cents, to New York City and Boston 98 cents per 100 pounds, and the defendant carriers should be required to establish rates on packinghouse products packed and on packinghouse products loose and on fresh meat not in excess of the rates named in this paragraph as reasonable, non-prejudicial rates from Madison to the destinations named; that complainants made shipments as alleged and paid and bore the freight charges thereon and have been damaged in the amount of the difference between the amounts paid and borne by complainants and the amounts that would have accrued on such shipments on the basis of the rates herein found to be reasonable, non-prejudicial, non-discriminatory to the respective destinations. The parties should be required to comply with Rule V of the Rules of Practice.

INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

Reduction Proposed on Vegetable Oil Rates.—Investigation and Suspension Docket No. 1705. Import and domestic rates on vegetable oils from Pacific coast points to Central Freight Association and Western trunk line points. Proposed reduction in import and domestic rates on vegetable oils from Pacific coast points to points in Central Freight Association and Western trunk line territory found unlawful. Suspended schedules ordered canceled and proceedings discontinued.

Protest Packinghouse Product Rates.—No. 14800. Allied Packers, Inc., et al., Chicago, Ill., vs. B. & O. et al. Unjust, unreasonable, discriminatory and prejudicial rates on fresh meats, packinghouse products, butter, eggs and cheese from Wheeling, W. Va., to destinations in Ohio, Pennsylvania and West Virginia. Asks reparation.

Cottonseed Rates from Memphis, Tenn.—No. 13037. Webb-Sumner Oil Mill vs. Director General, as agent, Chicago, Rock Island & Pacific Railway Co., et al. Rates on cottonseed, in carloads, from Memphis, Tenn., to Webb, Miss., found not unreasonable. Complaint dismissed.

Western Rates on Fertilizer.—No. 12942. Diamond Match Co. vs. Director General, as agent. Rate on muriate of potash, in carloads, from Wilmington, Calif., to Bay City, Mich., and Niagara Falls, N. Y., found unreasonable. Reparation awarded.

Wool Rates from Texas.—No. 12853. Boston Wool Trade Association vs. Clyde Steamship Co. et al. Charges collected on shipments of wool from Mertzon and Kerrville, Tex., to Boston, Mass., rail and water, found not unreasonable. Complaint dismissed.

On What Rates on Dry Hides Apply.—No. 13012. American Trading Co. vs. Director General, as agent. (1) Commodity rates on "dry hides" not applicable on kangaroo or rabbit skins in the absence of the specific inclusion of the latter in the commodity item. (2) Rate on imported rabbit skins, dry, in carloads, from San Francisco, Calif., Tacoma and Seattle, Wash., and Vancouver, British Columbia, to New York, N. Y., and Danbury, Conn., found unreasonable. Reparation awarded. (3) Rate on imported kangaroo skins, dry, in carloads, from San Francisco, Calif., to North Philadelphia, Pa., found unreasonable. Reparation awarded.

Rates on Cotton Linters Unfair.—No. 13454. National Fibre & Insulation Co. vs. Norfolk & Western Railway Co. et al. (1) Rates charged on cotton linters, in carloads, from Hopewell, Va., to Yorklyn, Del., found unreasonable. Reparation awarded. (2) Shipments prior to December 5, 1920, found overcharged.

Wool in Grease Rates Not Too High.—No. 11109. Boston Wool Trade Association vs. Director General, as agent, Boston & Albany Railroad Co. et al. Interstate rates on wool in the grease, wool scoured, wool tops, wool noils, and wool waste, in carloads, between points in New England, in effect on and after June 25, 1918, and like rates in effect between points in Massachusetts from that date to February 20, 1920, inclusive, found not unreasonable or otherwise unlawful. Complaint dismissed.

REDUCED STOCK RATE PUT OFF.

The reduced rate of livestock shipments from South Dakota to the terminal markets will not go into effect May 25 as recently announced. The railroads have filed a petition with the interstate commerce commission, asking for a rehearing on the reductions ordered by the commission. The roads contend that the rates are confiscatory and would result in such a shrinkage of revenue that it would be impossible to continue service.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, May 3, 1923, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	16.00@17.00	14.00@14.25	15.50@15.50	15.50@17.00
Good	14.00@15.00	13.50@13.75	14.00@14.50	14.00@14.50
Medium	12.50@14.00	13.00@13.50	12.50@13.50	13.00@14.00
Common	11.00@12.00	.....@.....	11.00@12.50	11.00@13.00
COWS:				
Good	11.00@12.00	11.75@12.00	12.00@12.50	12.00@.....
Medium	9.00@10.00	10.50@11.50	11.00@11.50	11.00@11.50
Common	8.50@ 9.00	.....@.....	10.50@11.00	10.00@11.00
BULLS:				
Good@.....@.....@.....@.....
Medium@.....@.....@.....@.....
Common	8.75@ 9.00@.....@.....@.....
Fresh Veal—				
Choice	17.00@18.00	.....@.....	16.00@17.00@.....
Good	15.00@16.00	.....@.....	14.00@15.00	16.00@.....
Medium	13.00@14.00	11.00@12.00	11.50@12.50	12.00@14.00
Common	8.00@12.00	9.00@10.00	9.00@10.50	10.00@12.00
Fresh Lamb and Mutton—				
LAMBS:				
Spring	27.00@29.00	25.00@26.00	28.00@30.00@.....
Choice	24.00@26.00	23.00@24.00	24.00@25.00	25.00@27.00
Good	22.00@23.00	22.00@23.00	22.00@24.00	23.50@25.00
Medium	20.00@21.00	20.00@22.00	21.00@22.00	22.00@23.00
Common	18.00@20.00	.....@.....	20.00@21.00	20.00@22.00
YEARLINGS:				
Good	.....@.....	.....@.....	17.00@19.00	19.00@22.00
Medium@.....@.....@.....@.....
Common@.....@.....@.....@.....
MUTTON:				
Good	14.00@15.00	.....@.....	16.00@18.00	17.00@.....
Medium	12.00@13.00	14.00@15.00	15.00@16.00	15.00@16.00
Common	10.00@11.00	12.00@13.00	12.00@14.00	13.00@15.00
Fresh Pork Cuts—				
LOINS:				
8-10 pound average	18.00@20.00	16.50@18.00	17.50@19.00	17.00@19.00
10-12 pound average	17.00@18.50	16.00@17.00	15.50@17.50	16.00@17.00
12-14 pound average	15.00@16.00	15.00@16.00	14.50@16.00	14.00@16.00
14-16 pound average	13.50@14.00	13.50@14.50	13.50@15.00	13.00@14.00
16 pounds and over	12.50@13.00	13.00@13.50	12.00@13.00	11.50@13.00
SHOULDERS:				
Skinned	10.50@11.00	.....@.....	11.00@12.00	11.00@12.00
PICNICS:				
4-6 pound average	9.00@10.00	11.50@12.00	10.00@11.00@.....
6-8 pound average	8.00@ 9.00	10.50@11.00	9.00@10.00@.....
BUTTS:				
Boston Style	11.00@12.00@.....	12.00@14.00	11.00@13.00

*Veal prices include "hide on" at Chicago and New York.

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Manufacture of Beef Extract
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A SURVEY OF THE INDUSTRY.

THE AMERICAN LIVE STOCK AND MEAT INDUSTRY. By Rudolf A. Clemen, M. A., Associate Editor The National Provisioner. The Ronald Press Co., New York. \$6.00.

There are a number of industries in this country that are of long standing and of great economic importance. Among these is the live stock and meat industry. Although this industry is foremost among industries from a standpoint of value of productive output, and has been an outstanding example of progress and scientific efficiency, none but rather feeble attempts had been made in the past to record its history, explain its organization and processes, describe its relations to producers, consumers and the government, and point out its service to mankind.

Mr. Clemen has filled the void, and most admirably. His book of 872 pages is a comprehensive piece of work, and what is not always true of a work of this kind, it is fascinating reading, beginning with the very first page.

The volume is really several books in one. It consists of four main parts: I. The Pre-refrigeration Period; II. The Refrigeration Period; III. Some Live Stock Financing and Marketing Problems; IV. The Packing Industry in Its Public Relations. The text is supplemented with 36 pictorial and chart illustrations; a bibliography of 32 pages, and a carefully worked out index covering 29 pages.

Here in one volume is to be found a great business story, from colonial times down to the present, and descriptive of every phase in the evolution of a vast industry.

It certainly was a courageous undertaking for one outside of the industry to venture into. The meat industry had been functioning on a comparatively large scale for a half-century, and most of the pioneers had passed into the great beyond, leaving little about their interesting careers on record.

If the author had fully realized at the start the monumental job involved in putting out a work of this kind, very likely he would have hesitated in deciding to undertake it. That probably explains why no one heretofore closely identified with the industry undertook the task.

The lack of readily available data, especially concerning the early history of the industry, made it necessary to review the files of trade papers, numerous government publications, and the various

other publications that touched on the different phases of the industry. It also involved considerable travel about the country for personal interviews with individuals long identified with the industry. From a reading of the book, one gets the impression that Mr. Clemen has combed thoroughly all available sources of information. But all of this expenditure of effort was decidedly worth while. It has resulted in a very constructive piece of work.

It is a book that should appeal particularly to everyone interested in history, economics, commerce and agriculture. It deserves to find a prominent place on the shelves of every reference library throughout the world.

The publishers, The Ronald Press Company, are to be complimented for their excellent workmanship. The book is well put together. Good binding, high-grade paper, clear and easily legible type have resulted in a book of fine appearance and lasting durability.

O. C. E. M.

EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Agricultural Economics as follows:

The slow demand for most classes of fresh meat was reflected in the weak to lower prices. Light receipts of light and medium weight pork loins compensated for the somewhat limited outlet, and prices on beef mostly firm to higher. Receipts of beef, lamb and mutton were about normal, veal liberal and pork light.

Slow trade early in the week resulted in accumulation of supplies and weak to lower prices, steer beef showing the greatest decline. Steer beef consisted largely of medium and good grades. The comparatively few choice steers found a fair outlet that was fully ample, medium grade being in best demand. Warmer weather depressed the forequarter market, which has not been active for several weeks.

The cow market held fairly steady, due largely to light receipts, which included all grades. A few sales of good heifers were made up to \$15 at New York. Receipts of bulls were irregular, hardly enough being on sale to furnish quotations. Western bologna bull meat brought from \$9.75@10.50 and in some cases \$11 per cwt. at New York. Local slaughter bulls sold from \$9.50@10.50 at that market. Kosher beef sold on a weak and draggy market at prices around \$1 lower than a week ago.

Hinds and ribs from kosher steers were also weak to \$1 lower at New York.

Veal was marketed in liberal numbers, the bulk being of the poorer grade. Country dressed veal was plentiful at New York and sold at a wide range of prices. The market had a weak undertone, although prices were mostly unchanged except at Philadelphia. Spring lambs were scarce at all markets, most of the receipts being of only poor quality. Choice light lambs sold fairly well but the bulk were heavyweight which moved slowly. Lamb forequarters at Boston were hard to move. Frozen Argentine lambs were offered in small lots but were slow sellers.

The demand for mutton was slow, but receipts were not sufficient to cause any accumulation. Bulk of the supply was of common and medium grade, which brought generally steady prices. A limited number of frozen Argentine mutton were on sale, but met with a poor demand.

The pork loin market was firm to higher, most advance being on light and medium averages. The supply was considerably less than that of last week, although trade was slow. Except at Boston, heavy loins and other cuts were draggy at steady to slightly lower prices.

TRADE GLEANINGS.

The Rath Packing Co., Waterloo, Ia., will shortly erect a new smokehouse.

The Aleutia Livestock Co., Wilmington, Del., has been incorporated with a capital of \$100,000.

The Connecticut Packing Co., Danbury, Conn., has been incorporated by Mrs. D. E. Leigh and others.

The Dunbar-Hanson Co., Watsonville, Cal., has begun work on the plans of its new packing plant.

The abattoir of John P. Downs, Elwood, Ind., was recently destroyed by fire with a loss of about \$100,000.

J. B. Spears and others are planning to build a new cottonseed oil mill at El Paso, Tex., and install about \$50,000 worth of machinery.

The A. F. Brown Packing Corporation, Havre de Grace, Md., has been incorporated by A. Freeman Brown and others with a capital of \$50,000.

The Bay Fertilizer Co., Tampa Bay, Fla., has been incorporated with a capital of \$100,000 with S. W. Allen as president and C. Edmond Worth as secretary-treasurer.

The City Council of Baltimore, Md., may soon have a central abattoir for the slaughter of all cattle in that city, according to Health Commissioner C. Hampson Jones.

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How Corn and Hogs Stack Up

With heavy pork and lard production, the largest in fact for any winter on record, and a great hog movement still strong, there arises a very important problem for the packers. There was on April 1, 1923, an increase in storage holdings of pork and lard of 929 million pounds as compared to 677 million pounds on April 1, 1922, which amounts to 37 per cent in the year.

A committee recently appointed by Sec-
retary of Agriculture Wallace made a re-
port a short time ago in which it was
stated that the export outlook looked less
promising than in 1922. It was further
pointed out that hope lay in a good
domestic demand for the next few months.

The problem is the absorption this year
of a surplus of over 6 million hogs and
250 million pounds of stored products, or
about 12 per cent above last year's pro-
duction.

The producer and packer have a chance
to co-operate in this interesting situation.
Because of the fact that corn is relatively
high, there may be a tendency to rush
hogs to market. But this would not seem
to be a wise policy, according to many
authorities. For storage stocks are large
for the season of the year, if not when
compared to consumption.

Producers have in past years been try-
ing to work out a more even flow of live-
stock to market and the packers a more
even flow into consumptive channels for
their products. This desirable end would
not be furthered, it would seem, by an ac-
tion which would tend to unduly increase
stocks ahead of distribution.

Figuring Packing Costs

Old methods of figuring meat packing
costs are now obsolete. This situation is
due to the change in the monthly market-
ing of hogs, the increasing costs of labor,
supplies of every description, freight
charges, traveling expenses and so on. Up
to the present there have been very di-
versified methods of arriving at costs.
This was because there are hundreds of
packing plants scattered over the country
which have been operating on the basis
of accumulating product stocks in the
winter months to take care of the summer
and fall business.

But the problem pressing upon execu-
tives of packing plants today is how to fig-
ure costs most effectively. For they are
compelled to give closer supervision to
the operation of every department and
every branch of the business than at any
other time in order to avoid severe losses.

The best way to get at such costs is

through actual test sheets. Test sheets
are the guiding star of every good pack-
ing house operator. But they must be
used constantly to be kept up to the min-
ute. It is such practical tests that THE
NATIONAL PROVISIONER is publishing
from time to time for the practical bene-
fit of the industry.

For example, in a recent issue there was
printed a short form test on cutting hogs.
This is of especial importance at the pres-
ent time. Every packer wants to know
how his hogs are dressing out and cutting
up. The more accurate the test and the
larger the number the more apt he is to
arrive at a safe average.

It is by such constructive work that the
packing industry will be built into a con-
tinually more efficient organization for
serving the nation.

Canadian Cattle Go Across

This year for the first time in thirty
years cattle from North America are per-
mitted to enter the ports of Great Britain
to be fattened and marketed there. For the
British government by an order-in-council,
which went into effect on April 1, 1923,
lifts the embargo that has prohibited the
importation into Great Britain of live cat-
tle from Canada for any purpose other than
slaughter in quarantine within ten days
after landing.

Under the provisions of this act Cana-
dian store cattle, that is bovine animals,
castrated or spayed, born and reared in
the Dominion of Canada, which are indel-
ibly marked in a prescribed manner, may
be landed in Great Britain for feeding pur-
poses, provided they are for a period of
three days immediately before shipment,
and during shipment, kept separate from
other animals, and that an examination
during the three-day period and daily dur-
ing the voyage, by a veterinary officer of
the Dominion none is found to be affected
with cattle plague, pleuro-pneumonia, foot
and mouth disease or mange.

This is permitted provided they are
shipped direct from a Canadian port in a
suitably and properly equipped vessel
which during the voyage enters no port
outside Great Britain and lands the cattle
at one of the ports approved for this
purpose.

It is expected that a considerable trade
will be developed by the five British ports
licensed to receive them. In the opinion
of several authorities the American tariff
is responsible for the resumption of this
trade. This may or may not have been a
deciding factor. However, it might have
been just as well if these cattle could have
been sent to the American corn belt rather
than to Great Britain.

PRACTICAL POINTS FOR THE TRADE

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Curing Beef and Pork Tongues

Beef and pork tongues are something that need intelligent and careful handling in preparation and cure if a product is to be obtained which will have an attractive appearance and quality. A small packer in Pennsylvania writes as follows:

Editor The National Provisioner:

We are having trouble with our beef and hog tongues after being cured. They do not come out with a nice red color. Can you give us proper directions?

The inquirer does not give any information concerning the methods he uses. However, if he will observe the following detailed directions he should get good results:

Beef Tongues.

Handling.—Remove tongues as promptly as possible from the head. Root of tongue is to be left well covered with fat, and the header must be cautioned regarding this, also not to score the side of the tongue.

To remove all slime tongues are to be carefully and thoroughly washed in warm water, then rinsed in cold water. Should there be hay in the gullet, hang the tongues up, split the gullet jacket and remove hay before washing. Hang tongues after washing, and gullet jackets are to be trimmed off and slime removed.

Chilling.—Hang tongues from the fell at base of tongue. Tip of tongue to be folded over and fastened on same hook, which has a tendency to shorten and increase thickness of the tongue. To be chilled overnight in a temperature of 35° to 38° Fahr.

Trimming.—All trimming should be done in the offal cooler as soon as tongues are chilled, leaving about two inches of hinge bone on each tongue.

Short Cut Tongues.—These should include about one-fourth of the gullet ring, trimmed square and as wide as possible.

Long Cut Tongues.—These should include three gullet rings. Weasand to be left intact, but end slightly rounded and as wide as possible.

Curing.—Tongues for curing should be taken immediately to the curing cellar. This should be within 24 hours after killing. Of course, Sundays and holidays are to be figured on any product to be handled.

Place in 80-degree pickle for leaching

Mould in Sausage

Packers and sausagemakers have always had a lot of trouble with mould or discoloration in certain varieties of sausage. Many of them have been puzzled as to the remedy.

In a recent issue of THE NATIONAL PROVISIONER a packinghouse superintendent who had studied this matter thoroughly gave his views as to the way to prevent mould and discoloration. This article has been reprinted, and copies may be had by subscribers to THE NATIONAL PROVISIONER upon application to the Editor, Old Colony Building, Chicago, Illinois.

purposes, and allow to remain in same for twenty-four hours.

Remove from leaching pickle and place in regular ham and shoulder curing pickle. Formula for ham and shoulder pickle is as follows: Sugar per 1,000 gals. finished pickle, 150 lbs.; refined sodium nitrate, 52 lbs.; salt, as required to make strength on standard salometer at 35° to 38° Fahr., 78 degrees. If saltpetre is used the proportion should be 65 lbs. to 1,000 gallons of pickle.

For beef tongues add 4 lbs. of refined sodium nitrate for each 1,000 gals. finished pickle. Also add salt and water to make 80° strength. Saltpetre and salt are to be dissolved in a little of the curing pickle before adding.

Tongues are to be cured preferably in vats or open tierces; seven to eight gallons of pickle to be used to each hundred-weight of tongues.

First overhauling is at 5 days of age, adding 9 lbs. salt to curing pickle on each 1,000 lbs. of tongues. The salt added is to be dissolved in a little of the original curing pickle. Before tongues are put back in pickle it should be thoroughly agitated. Second overhauling is to be made at 20 days of age.

Smoking.—Tongues weighing 5 lbs. and under to be smoked at 30 days of age;

over 5 lbs. they may be smoked at 35 days of age.

Packing.—Domestic shipments are generally made in barrels containing 200 lbs. of tongues each. Pickle of the following density is to be used: 20 days old, 72 degrees; 30 days old, 70 degrees; 40 days old, 68 degrees; 50 days old, 66 degrees; 60 days old, 62 degrees. Old tongue pickle may be used in packing, density or strength to be increased with new tongue pickle, 80 degrees salometer.

Pork Tongues.

Handling.—When removing tongues from the head, care must be taken to prevent scores or cuts. Then remove tonsils, wash tongue under spray of warm water to remove all slime, etc., and keep in ice water until put in the cooler.

Water is to be kept running through the vat or tierce in which the tongues are kept on the offal floor. During warm weather place enough ice in the vat to keep the water cold all the time. The length of time the tongues should remain in this water depends entirely upon the temperature of the water.

Chilling.—For chilling, tongues are to be hung on tinned tongue hooks or placed on galvanized iron pans, perforated. If hung on hooks, they must be spaced so that tongues do not touch each other.

If tongues are chilled on pans, they must be carefully placed on the pan so that there will be free air circulation around each tongue. These tongues must be handled with extreme care, as they are highly perishable. They are likely to sour before going to cure if crowded too closely on pans when chilling. Tongues should be chilled on hooks whenever possible.

Curing.—A domestic cure suitable for all purposes is as follows:

Per 1,000 gals. finished pickle use: Refined sodium nitrate, 124 lbs.; curing sugar, 262 lbs.; salt to make strength at 3f to 38° temperature, 100 degrees salometer. If saltpetre is used, the proportions should be 155 lbs. to 1,000 gals. finished pickle.

After pork tongues are cured they are not always handled in the same manner as beef tongues. In fact, they are not smoked, but are used in the sausage department in cooked sausages, and in this case they are cooked at boiling temperature for from 2 to 3 hours, depending upon size of tongue.

If not consumed in your own sausage department, they are usually sold and shipped to canned meat establishments in a pickled state.

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Mould or Slime on Casings

Mould collecting on sausage in casings has caused the trade lots of trouble. A casing dealer in Australia, whose customers have had this difficulty and do not know how to remedy it, writes as follows:

Editor The National Provisioner:

We would like you to let us have a remedy for removing moisture from smoked skin goods which has accumulated after being packed for two or three days.

Business friends of ours who are manufacturers of frankfurters and other skin goods have had considerable trouble with moisture accumulating on the skin while goods are in transit, becoming mildewed. They have a very unappealing appearance.

The best solution for removing the moisture, mould or slime from smoked skin product which has accumulated after being packed is plain brine, 50 degree strength.

Remove the product from the container and throw into the warm brine at a temperature of about 90 deg. Fahr. Immediately wash in hot brine and wipe off with cheese-cloth and hang on smoke sticks, allowing the product to remain in natural temperatures for a short time to thoroughly dry off. Then it is a good practice to dip the product in hot water at a temperature of 170 degrees for say 30 seconds, more particularly if the product is in a wrinkled condition. This will have a tendency to bring out a plump appearance again.

If you are having trouble with mouldy sausage it is suggested that you study the cause and take steps necessary to overcome this trouble as much as possible. Keep these points in mind:

1. The product should be manufactured not to exceed sales requirements to any great extent, and an age limit should be established on the product, and all product should be sold within 24 hours if possible.
2. In the course of manufacture, as soon as the sausage is cooked, allow it to hang in natural temperatures for a few hours and partially cool before going to storage cooler.
3. The most satisfactory temperature for smoked and cooked sausage is 45 to 50

Figuring Sausage Costs

Extra copies of the "STUDY OF SAUSAGE COSTS" which appeared in the August 19th issue of THE NATIONAL PROVISIONER may be obtained upon application to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

If you did not read this analysis of the proper method of keeping track of your sausage costs, you should get a copy of this report at once and study it. Single copies may be had free of charge, as long as they last.

deg. F. dry temperature. If there is dampness in the cooler, and if the sausage is moist when packed, the product is sure to slime or mould.

4. Do not pack sausage in cartons in anticipation of orders and allow to remain in storage cooler indefinitely before shipment is made, but pack and ship the same day.

5. In a hot climate where it is necessary to make long shipments of smoked and cooked sausage, it is a good plan to educate the trade to use sausage packed in brine, brine to be 40 degrees strength. The sausage is then put up in kits, one-eighth barrels, quarters, halves and barrels.

It is an easy matter to add the cost of the package to the sausage price, and it is a great benefit to the customer when he receives the goods to open the package and allow sausage to remain in brine until sold over his counter. In warm climates this plan has worked out to mutual advantage both to manufacturer and dealer.

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

DEGREASED HOGSKIN LEATHER.

Quality of leather produced from degreased hog and sheep skins has been investigated recently by the U. S. Bureau of Standards, and the general results show that the degreasing process is very efficient, practically all of the grease being removed without apparent damage to the elements needed for making leather, according to Norman Draper, Washington representative of the Institute of American Meat Packers. Leather made from degreased skins is said to be superior to that made from the natural skins, and the time occupied for tanning is reduced with more effective results.

Leather made from the degreased hogskins is equal in physical properties to calf leather, while leather made from degreased sheepskins appears to have sufficient firmness and an improved appearance which makes it suitable for upper leather in some types of shoes instead of goat leather. It is believed that by degreasing sheepskins and hogskins before tanning, leather can be produced which can be brought into general use for shoe uppers and as far as the quality of the leather is concerned, the Bureau says, it appears logical for packers to utilize hogskins for leather purposes. No published report is available on this work at the present time, but one will be issued as soon as possible.

FEDERAL EGG GRADES PROPOSED.

Tentative grades for eggs are proposed by the U. S. Department of Agriculture. The grades are based upon quality factors indicated by condition of the shell, air cell, albumen and yolk, and by development of the germ. Size, color and weight are pointed out as not indicative of the edible quality of the eggs, but since they may have considerable influence upon the market value they should be considered in sorting and packing, the department says.

The grades as tentatively drawn up include 5 grades for eggs of sound clean shells, as follows: U. S. Specials, U. S. Extras, U. S. No. 1, U. S. No. 2 and U. S. Culls. Two grades are provided for eggs of sound dirty shells, namely, U. S. Dirties No. 1 and U. S. Dirties No. 2. Eggs with cracked shells are graded as U. S. Checks. Full description of the grades may be obtained upon request to the Bureau of Agricultural Economics, United States Department of Agriculture, Washington, D. C.

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MEAT INSPECTION CHANGES.

Recent inspection changes in the federal meat inspection service are reported by the U. S. Bureau of Animal Industry as follows:

Meat Inspection Granted.—Oakdale Manufacturing Co., National Dairy Co., Narragansett Dairy Co. (Ltd.), and Goshen Manufacturing Co., 160 South Water Street, Providence, R. I.; Rose Packing Co., 2101-29 West Pershing Road, Chicago, Ill.; Feinberg Kosher Sausage Co., Fifth street and Kaw River (mail, 15 East Fifth street, Kansas City, Mo.), Kansas City, Kans.;

Ruether & Co., Williamstown, Mass.; American Packing & Provision Co., West Twenty-fourth street, Ogden, Utah; Katz & Horne Packing Co., South St. Paul, Minn.

Meat Inspection Withdrawn.—Morris & Co., Decatur, Ill.; Swift & Co., Andalusia, Ala.; Libby, McNeill & Libby, Emory Food Co., and Foster Packing Co., Stock Yards Station, Fort Worth, Tex.; The George Co. (Inc.), Baltimore, Md.; Frank Loeffler, 3727-29 South Halsted street, Chicago, Ill.; Old Dutch Market (Inc.), and J. A. Whitfield Co., Washington, D. C.; Keystone Churning Co., Jersey City, N. J.; National Kosher Wurst Co., Chelsea, Mass.

H. C. L. DESPITE HOG PRODUCTS. High Priced Corn May Force Hogs to Market Too Quickly.

(Special Letter to The National Provisioner from James A. Duggan of E. Lowitz & Co.)

Chicago, May 3, 1923.—There is no indication of a gap in hog receipts. In 11 markets this year the receipts are 13,269,000 as against 9,630,000 for a like time in 1922. The average receipts for the same period from 1911 to 1922 were 10,623,000. Present stocks of hog products reflect the same plentiful supply, and regardless of the better exports this year than last, the stocks of lard in Chicago on May 1 show an increase during April of 21,000,000 lbs.

On that basis of an increase monthly there would be around 100,000,000 lbs. in stock on July 31, which is almost equal to what there was in the seven Western markets on July 1, 1922. If the West shows as big an increase this week in its report as Chicago did, it will be a depressing situation in lard.

Stocks of dry salt meats in Chicago are 55,966,000 lbs., as against 35,854,000 lbs. a year ago, and with the period of dry salt meat hogs ahead of us, the stocks look cumbersome.

Stocks of hams in Chicago are 66,119,000 lbs., as against 34,849,000 a year ago. An unusual demand will have to spring up to absorb this surplus. These heavy stocks are an answer to the present low prices for hams. Total cuts of meat in Chicago are 147,473,000 lbs., as against 85,864,000 lbs. a year ago.

The average weight of hogs is 5 lbs. above the past ten years' average. The report of 67 per cent increase in the cost of living over 1913 cannot be charged up to hog products. At this time in 1913 May ribs sold at \$11.37, as against \$9.45 now, May lard at \$10.92, as against \$10.92 today. Hogs sold from \$8.05@8.75 in 1913, as against \$8.00@8.40 today, and an average of \$9.70 for the year 1913.

Sweet pickled hams around \$14.50 are about the same as today. Pork loins \$14.50 are about present price, butts \$12.50, spare ribs 9½¢, trimmings about 8½¢ above present prices. This does not indicate that pork products are participating in the advance cost of living.

We do not take a very hopeful view of any active trade in hog products during this plentiful supply of hogs this summer, but there is a possibility of the high price of corn forcing immature hogs to market too rapidly. This would bring about a very active trade this fall on a moderate fall supply of hogs.

It is our opinion that he who keeps his products well marketed will be pursuing the safest course. We still think July lard will sell lower. The average price of hogs is around 8¢ a lb. The exports of lard from Nov. 1, 1922, to April 21, 1923, was around 452,000,000 lbs., about 151½ million over a like time for a previous corresponding period. The total exports of lard in 1922 was 766,950,000 lbs., as against 868,942,000 lbs. in 1921.

Western stocks of cut meats are 374½ million, 165,000,000 lbs. over last year. Western stocks of lard are 47¼ million lbs.

NEW YORK LARD EXPORTS.

Exports of lard from New York from April 1 to April 30, 1923, according to unofficial reports, were 53,849,689 lbs.; tallow, 320,000 lbs.; greases, 3,179,200 lbs.; and stearine, 323,600 lbs.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Hogs Steadier—Movement Lighter—Products Steady—Exports Good—Stocks Liberal.

The past week has not developed any radical change in the hog product market or in hogs. When hogs broke from around $8\frac{1}{4}$ @ $7\frac{3}{4}$ c a pound, the price was reflected back into the country with a distinct falling off in the movement so that the receipts for last week at the seven leading markets were nearly 100,000 less than the preceding week. The total was 497,000 against 426,000 last year. The average price of hogs, for the week was with the exception of the corresponding week in 1915, the lowest average price for the week in the last ten years. On the other hand, the average price of cattle was, excepting the war years, the highest price averaging \$9.05. This is about 1c a pound higher than last year, and over 1c a pound higher than several years prior to the war.

Chicago Stocks of Provisions.

The effect of the movement of livestock and the large increase in packing this year was reflected into the Chicago monthly product stocks with a gain of 21,000,000 lbs. in the stock of lard for the month and a gain of 23,000,000 lbs. in the stock of meats. Last year there was a gain of 12,

000,000 lbs. of stock of lard and a decrease of 1,000,000 lbs. in the stock of meats. The fact that the stocks are showing such a relatively large increase in view of the continued heavy export movement of products, rather tends to indicate that the domestic demand is not keeping up with the average of the winter.

The Chicago stocks this year follow:

	1923	1922
	April 30.	March 31.
Pork, new, bbls.	1,399	862
Pork, other, bbls.	29,946	24,713
Lard, new, lbs.	26,969,614	8,704,646
Lard, other, lbs.	7,212,958	4,790,850
Lard, total, lbs.	34,212,572	13,495,496
Short ribs, lbs.	4,519,430	3,995,131
Total meats, lbs.	147,473,479	124,877,630
	April 30.	March 31.
Pork, new, bbls.	455	252
Pork, other, bbls.	29,464	28,232
Lard, new, lbs.	39,918,341	28,572,058
Lard, other, lbs.	5,229,175	5,141,505
Lard, total, lbs.	45,147,516	33,713,563
Short ribs, lbs.	565,017	124,273
Total meats, lbs.	85,864,026	86,828,538

Lard Export Keep Down Stocks.

The export movement was again on a very large scale, with a total of 24,068,000 lbs. of lard for the week, against 11,145,000 lbs. last year, and a total of meats of 18,655,000 lbs., against 11,472,000 lbs. last year. The fact of this very large movement outward, and that the total shipments have kept up on a very large scale compared with last year, appears to be

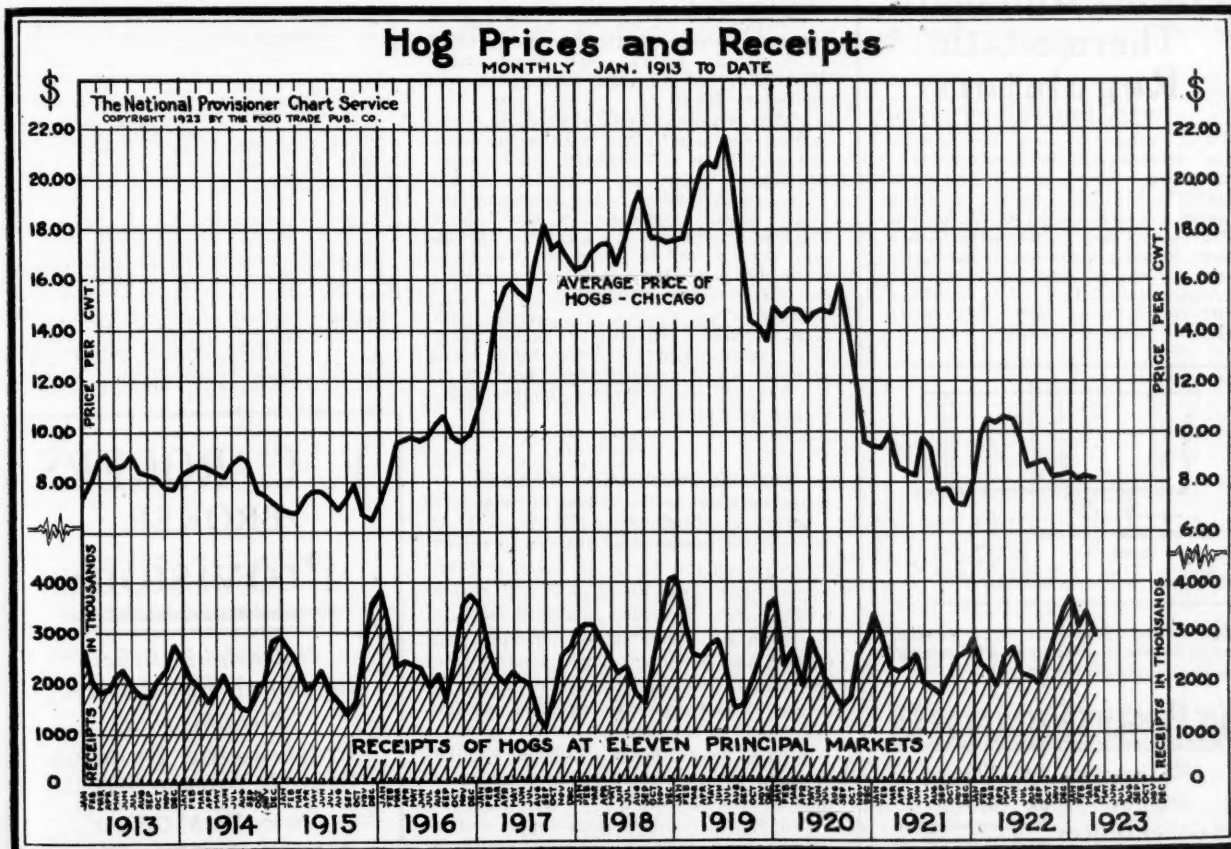
about the only explanation of the rather moderate gains in stocks considering the enormous packing.

The figures for the month of February have just been published by the U. S. Bureau of Agricultural Economics on the slaughter and product of livestock. The January-February figures on hogs show 9,364,604 hogs killed, against 7,464,611 last year, with an average dressed weight of 177.33 lbs., against 172.32 lbs. last year, and a three-year average of 172.76 lbs. The total product amounted to 1,660,000,000 lbs., against 1,287,000,000 lbs. last year.

Exports for the two months increased nearly 100,000,000 lbs., compared with last year, which took care of a considerable portion of the increased output. Stocks of products at the end of February were only about 10,000,000 lbs. in excess of the three-year average, showing that the increased output was largely absorbed in the domestic markets. In cattle and calves the combined slaughter was \$2,056,000, compared with the three-year average of 1,860,000 and the total product amounted to 796,000,000 lbs. The average dressed weight of cattle for the two months was 531.28 lbs. against 546.36 lbs. average.

Shift in Corn and Hog Price.

The shift in the relative price of hogs and corn has been arousing a great deal of interest of late, both as a factor in cattle and hog prices, and a factor in feed grain prices. Roughly, the price of hogs has declined from around $10\frac{1}{4}$ c a year ago to $7\frac{3}{4}$ c, a loss of $2\frac{1}{2}$ c a pound in the



This chart is the first of a new series in THE NATIONAL PROVISIONER Chart Service. Others will follow.

Hogs and Heat

How much profit you make from a hog depends largely upon how well you control the heat in the various processes through which Mr. Hog must go before he reaches the meat market.

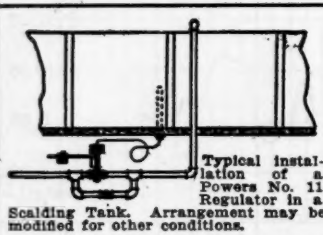
You know, well enough, how many places there are where heat control is a factor—and how often the "help" let the temperature vary—and vary enough to cut into your profits.

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price of hogs, while the price of corn has advanced from around 61c to around 81c. Last year the apparent spread on the basis of 11 bu. of corn to a hundredweight of hogs was about 35c a bushel in favor of feeding corn and marketing it in the shape of livestock compared with the price of hogs. Now on the basis of 81c for corn, and 7½c for hogs, there is an apparent loss of about 10c a bushel in feeding the corn, compared with selling the corn in the open market.

This change in the relative position of feedstuffs and hogs is disappointing. The position in regard to cattle is more favorable, the average price of cattle of 9.05c giving a much better feeding basis and some profit in the work.

How long the situation will be maintained in hogs and corn is a very important problem owing to the fact that there are so many hogs in the country and the increased number of brood sows points to the probability of a large supply for the balance of this year. It will take until the fall in order to bring about any probability of decreasing the breeding of hogs, and the question of the supplies of the number of pigs available for the following twelve months. There is a strong speculative feeling in corn that prices will advance still further, which unless hogs advance will make the feeding situation more serious than at present.

Germany Still Out for Lard.

Current export demand appears to show very little change compared with the last few weeks. The demand is maintained for lard from Germany and meats from the United Kingdom. Germany seems to be buying with no letup notwithstanding the position of their exchange, and the conditions in regard to meat demand from the United Kingdom do not show any immediate prospects of a change. The foreign exchange conditions have been quite steady during the week and this has been a helpful factor in the export trade.

PORK.—The market was quiet and irregular, with mess at New York \$27@27.50, family \$32@33, and short clears \$23.50@28. At Chicago mess pork was quoted at \$23.50.

LARD.—Demand was limited, and the market continued weak, with prime western New York 11.75@11.85c, middle western 11.65@11.75c, and city lard 11½@11½c, while refined to the continent was 12½c, South American 13c, Brazil kegs 14c, and compound 13½@13½c. At Chicago regular lard in round lots was quoted at May price, loose lard 75c under May, and leaf lard 60c under May.

BEEF.—The market was easier, with mess at New York \$16@17, packer \$17@17.50, family \$20@21, extra India mess \$32@35, No. 1 canned roast beef \$3.25, No. 2, \$5.25; sweet pickled tongues \$55@65 per bbl., nominal.

BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)

Liverpool, England, April 21, 1923.—There is no encouraging feature to report this week on the American bacon market. Arrivals have been liberal, and with easier advices from America combined with a disappointing consumptive demand, the market has developed a dull tone. Some pressure to sell has caused a reduction in prices without, however, eliciting any improvement in the demand.

In hams, long cuts are scarce and wanted to some extent, but A. C.'s are easier in tone on free offerings.

Canadian bacon is in poor supply and is quietly steady at the quotations. The lard market has a quiet tone and trade can only be done at under the existing parity.

MAY 1ST STOCKS OF PROVISIONS.

Stocks of provisions at leading centers at the end of April, 1923, with comparisons, are officially reported as follows:

PORK, BBLs.			
	April 30, 1923.	March 31, 1923.	April 30, 1922.
Chicago	30,915	25,575	29,519
Kansas City	7,477	5,213	3,220
Omaha	5,924	5,448	2,434
St. Joseph	417	411	1,196
Milwaukee	5,359	5,983	3,061
Total pork	50,092	42,610	39,900
LARD, LBS.			
Chicago	34,212,572	13,495,496	45,147,515
Kansas City	4,146,080	3,026,001	2,009,006
Omaha	3,128,452	3,658,527	2,068,220
St. Joseph	1,584,038	1,428,900	1,071,381
Milwaukee	853,560	1,235,690	818,450
Total lard	43,934,702	22,842,623	51,129,650
CUT MEATS, LBS.			
Chicago	147,473,479	124,877,630	85,864,026
Kansas City	75,593,400	66,987,800	35,995,500
Omaha	49,533,263	41,456,052	26,753,338
St. Joseph	23,440,631	23,831,851	17,507,547
Milwaukee	20,245,000	18,547,000	13,823,000
Total cut meats	316,285,773	275,500,333	179,943,411

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending April 28, 1923, with comparisons:

PORK, BBLs.			
	Week ended Apr. 28, 1923.	Week ended Apr. 29, 1922.	From Nov. 1, 1922, to Apr. 28, 1923.
United Kingdom	89	143	3,452
Continent	632	157	12,821
So. and Cent. Amer. ....	.....	.....	390
West Indies	700	151	11,208
B. N. A. Colonies .....	.....	.....	300
Other countries .....	.....	.....	270
Total	1,418	451	28,401
BACON AND HAMS, LBS.			
United Kingdom	10,298,550	10,870,000	279,463,400
Continent	1,187,900	1,457,000	121,671,350
So. and Cent. Amer. ....	.....	.....	225,500
West Indies .....	.....	.....	3,003,400
B. N. A. Colonies .....	.....	.....	22,300
Other countries	20,000	.....	521,700
Total	21,494,450	12,307,500	404,907,850
LARD, LBS.			
United Kingdom	5,315,726	6,837,600	152,389,251
Continent	10,134,890	3,257,900	308,074,248
So. and Cent. Amer. ....	.....	.....	1,084,678
West Indies .....	.....	.....	5,710,000
B. N. A. Colonies .....	.....	.....	61,000
Other countries	5,600	.....	182,000
Total	15,456,216	10,095,400	467,501,167

RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, bbls.	Bacon and hams, lbs.	Lard lbs.
From—			
New York	721	7,648,450	15,315,216
Portland, Me. ....	.....	2,246,000	970,000
Boston .....	.....	9,956,000	1,252,000
Philadelphia .....	.....	.....	357,000
Baltimore .....	.....	.....	78,000
New Orleans	700	.....	.....
St. John, N. E. ....	.....	1,644,000	484,000
Total week	1,481	21,494,450	15,456,216
Previous week	450	13,026,900	15,153,512
Two weeks ago	575	17,224,200	12,319,115
Cor. week, 1922	451	12,307,500	10,095,400

Comparative summary of aggregate exports, in lbs., from November 1, 1922, to April 28, 1923:

	1922 to 1923.	1921 to 1922.	Increase.
Pork	5,680,200	2,996,000	3,384,200
Bacon and hams	404,907,850	253,384,967	151,542,883
Lard	467,501,167	310,700,679	156,800,488

F. C. ROGERS BROKER Provisions

Philadelphia Office:
267 North Front Street

Trenton, N. J.
Frost-Richie Building
State & Warren Streets

New York Office:
431 West 14th Street

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—The market the past week has been fairly active and somewhat weaker, with prices off another quarter cent and sales of extra, New York, as low as 8½¢ delivered, equal to 8½¢ ex-plant. Buyers were interested only at concessions, and liquidation was on, influenced somewhat by the approaching warm weather. Weakness abroad continued and the grease markets in general were under pressure, while heaviness in the financial situation appeared as a factor. In the west, trade was dull with stocks reported as accumulating.

At the London auction 1,716 casks were offered, of which 424 were sold at prices unchanged to a shilling lower than the previous week. At Liverpool, Australian tallow showed little or no change with prime and good mixed quoted at 43 shillings.

At New York City was quoted at 7½¢ nominal, special loose 8¼¢ nominal, extra 8½¢ nominal, and edible 9½¢@9¾¢. At Chicago edible was 9½¢@9¾¢, prime packer 8½¢, No. 1 at 8@8¼¢, and No. 2 at 7@7½¢.

STEARINE.—A rather quiet trade, and a heavy one, were reported, oleo selling at 10½¢ New York, with demand limited, while sales at 10 cents were reported at Chicago. The action in tallow and other greases was the feature. At New York oleo was quoted at 10½¢ nominal and lard stearine 14¼¢ nominal, while at Chicago oleo was 10¢ and lard stearine 13½¢@14¢.

OLEO OIL.—The market was quiet and nominal with extra New York 13¼¢, 12½¢, and lower grades 12¢. At Chicago extra was 13½¢@13¾¢.

SEE PAGE 36 FOR LATER MARKETS.

LARD OIL.—The market continues easy, with the developments in pure lard, and a rather quiet demand. At New York edible was quoted at \$1.14@1.16 per gallon, extra winter \$1.02@1.05, extra 98¢@1.01, extra No. 1 94¢@96¢, No. 1 92¢@94¢, and No. 2 90¢@92¢.

NEATSFOOT OIL.—Business is comparatively light and the market steady with pure oil at New York \$1.03@1.04 per gallon, extra 97¢@98¢, No. 1 92¢@94¢, and cold pressed \$1.28@1.35.

GREASES.—A weaker market following tallow and competing fats was in evidence, with the demand noticeably quieter, and offerings somewhat freer. Sales were reported of 1¼ million pounds of garbage grease at 6.76¢ f.o.b. At New York yellow and choice house were quoted at 7¼¢@8¢ and white at 9¼¢@10¢. At Chicago choice white grease was 8½¢ top, yellow 7¼¢@7½¢, house about 7¢, and brown 6¼¢@7¢.

MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending April 28, 1923, with comparisons:

	Week ending April 28, 1923.	Previous week.	Cor. week 1922.
Western dressed meats:			
Steers, carcasses	3,227	2,034	3,035
Cows, carcasses	1,008	1,434	1,124
Bulls, carcasses	75	54	47
Veal, carcasses	1,745	1,559	1,380
Lamb, carcasses	13,825	12,338	5,608
Mutton, carcasses	455	467	478
Pork, lbs.	208,288	142,545	250,206
Local slaughters:			
Cattle	1,372	1,476	1,428
Calves	3,420	3,446	4,663
Hogs	18,717	16,542	10,313
Sheep	5,194	4,573	6,536

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending April 28, 1923, with comparisons, as follows:

	Week ending April 28, 1923.	Previous week.	Cor. week 1922.
Western dressed meats:			
Steers, carcasses	8,299	7,074	7,582
Cows, carcasses	1,111	599	403
Bulls, carcasses	1,175	979	77
Veal, carcasses	12,245	13,291	11,828
Hogs and pigs	2,611	2,039	.....
Lambs, carcasses	28,357	26,709	14,744
Mutton, carcasses	5,125	2,544	4,432
Beef cuts, lbs.	151,604	163,575	.....
Pork cuts, lbs.	1,117,437	1,362,148	758,003
Local slaughter, Federal inspection:			
Cattle	11,204	11,099	10,687
Calves	19,031	14,384	20,160
Hogs	51,069	51,904	47,024
Sheep	40,423	41,345	36,454

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending April 28, 1923, with comparisons:

	Week ending April 28, 1923.	Previous week.	Cor. week 1922.
Western dressed meats:			
Steers, carcasses	2,984	3,098	2,251
Cows, carcasses	435	479	455
Bulls, carcasses	290	31	189
Veal, carcasses	1,705	2,617	1,301
Lambs, carcasses	12,073	7,640	4,838
Mutton, carcasses	1,863	1,388	701
Pork, lbs.	399,362	384,116	434,112
Local slaughters:			
Cattle	2,271	2,574	2,767
Calves	5,240	5,202	3,514
Hogs	24,739	20,941	20,084
Sheep	6,773	7,994	8,732

WANTED: A CELLAR BOSS.

Packers who are seeking to strengthen their operating departments will find this a splendid time to do so. Not in years have so many high-class men been available, and at reasonable terms. Try a "Want" ad. in THE NATIONAL PROVISIONER and see what quick results you get.

Packhouse By-Products Markets

Blood.

Chicago, May 3, 1923.

There has been no trading in blood at all this week. Sellers must lower their ideas before there can be much business done.

	Unit ammonia
Ground	\$3.50@3.60
Crushed and unground	3.25@3.40

Digester Hog Tankage Materials.

High grade ground is easier this week and there have been some sales at \$3.25, Chicago. It is likely that it will be on this basis for some time.

	Unit ammonia
Ground, 11½ to 12% ammonia	\$3.10@3.25
Unground, 10 to 11% ammonia	2.85@3.00
Unground, 7 to 9% ammonia	2.50@2.75

Fertilizer Tankage Materials.

This market is dead at the present time and is likely to remain so for a while. It will probably look up about the first of June.

	Unit ammonia
High grade, ground, 10-11% ammonia	\$ 2.50@ 3.00
Lower grade, ground, 6-9% ammonia	2.65@ 2.80
Medium to high grade, unground	2.50@ 2.75
Low grade and country rend., unground	2.15@ 2.40
Hoof meal	2.05@ 2.75
Liquid stick	2.50@ 2.60
Grinding hoots, pigs' toes, dry	30.00@32.00

Bone Meals.

This market is very quiet and easy. Sellers are said to be soliciting business under the asking prices.

	Per ton.
Raw bone meal	\$34.00@36.00
Steamed, ground	24.00@26.00
Steamed, unground	20.00@22.00

Cracklings.

Cracklings are also very quiet. Eastern markets are well cleaned up but there is no strength to the market. There is a

GLUE AND GELATIN STOCK CENSUS.

Revised figures for the production of glues and gelatins for the year 1922 are reported by the U. S. Bureau of the Census, including returns from 61 establishments, as follows:

Glues of animal origin:	Pounds
Hide glue	57,891,041
Extracted bone glue	8,532,893
Other bone glue	28,217,047

Gelatins:	
Edible	13,242,615
Other than edible	1,981,054

Other glues:	
Flexible	604,838
All other (1)	40,649,594

(1) Includes fish, vegetable, casein, etc., which cannot be shown separately without disclosing the operations of individual companies.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, May 2, 1923.—Late last week the New York tankage market was practically cleaned up and several hundred tons were sold at prices which averaged about \$3.10 for ground material and \$2.75 for unground. Producers are now holding ground at about \$3.50. This activity came as a surprise as the market had been extremely dull for about one month.

Bonemeal is in good demand with producers unable to fill orders. Quotations are nominally about \$40.00 for the 4½ and 50 per cent raw and \$36.00 for the 3 per cent and 50 per cent.

Fertilizer materials are moving very slowly in general and little interest is being taken by manufacturers in taking on additional quantities of raw materials at this time.

Little more demand for pork than for beef cracklings.

	Per ton.
Pork, according to grease and quality	\$55.00@70.00
Beef, according to grease and quality	40.00@50.00

Mfg. Bones, Horns and Hoofs.

This market has shown little change at the following quotations:

	Per ton.
No. 1 horns	\$275.00@300.00
No. 2 horns	225.00@250.00
No. 3 horns	150.00@200.00
Culls	32.00@ 34.00
Hoofs, black and striped, unassorted	35.00@ 38.00
Hoofs, white, unassorted	50.00@ 60.00
Round shin bones, unassorted, heavies	85.00@ 95.00
Round shin bones, unassorted, light	70.00@ 80.00
Flat shin bones, unassorted, heavies	65.00@ 70.00
Flat shin bones, unassorted, light	55.00@ 60.00
Thigh bones, unassorted, heavies	85.00@ 95.00
Thigh bones, unassorted, lights	70.00@ 80.00

Glue and Gelatin Stock.

Jaws, skulls and knuckles are easier and buyers' ideas are down to \$38.00 and the market on junk bones is down to about \$30.00.

	Per ton.
Calf stock	\$32.00@36.00
Edible pig skin strips	70.00@75.00
Rejected manufacturing bones	55.00@57.50
Horn piths	38.00@40.00
Cattle jaws, skulls and knuckles	26.00@28.00
Junk and hotel kitchen bones	36.00@38.00
Sinews, plazels and hide trimmings	18.00@20.00

Hog Hair.

Demand for hog hair has continued steady. Coll dried winter has sold 2½¢ f. o. b. production points and 7¢ for winter processed.

Pig Skin Strips.

The market has been quiet and steady. No. 1 tanner stock wanted at 5¼¢ per lb., with No. 2's and 3's going for gelatin purposes, if government inspected and frozen, at around 3¼¢ lb. basis Chicago.

Cotton Oil Price Brings Efficiency

While the cottonseed crush this past season was not normal in tonnage; the increase in the price of cottonseed oil afforded an incentive which resulted in the cotton oil mills paying more attention to operating efficiency than they have for several seasons. The result was a decided improvement in the amount of oil left in cake and hulls. The accompanying tables which show the average results for this and previous seasons have been prepared for THE NATIONAL PROVISIONER by the Fort Worth Laboratories, covering analyses in the Southwest.

The seed this season was exceptionally good in quality and contained a normal amount of oil. The quality of the oil was also very good.

Report for yearly period September 1, 1922, to April 15, 1923, covering 4,411 samples:

CAKE AND MEAL.						
	No. samples.	Moisture.	Ammonia.	Protein.	Oil.	Standard.
Average all mills.....	3,241	7.94	8.29	42.62	6.41	.77
Your average.....	828	7.97	8.15	41.88	5.43	.66
Best average result.....	2,562	7.78	8.44	43.38	7.43	.88
Worst average result.....	4,027	8.30	8.52	43.84	6.87	.81
Annual average, 1921-22.....	5,500	8.70	8.50	43.60	7.01	.82
Annual average, 1918-19.....	4,633	8.06	8.17	41.99	6.34	.78
Annual average, 1917-18.....	4,698	7.88	8.13	41.77	6.50	.80
Annual average, 1916-17.....	6,275	7.60	8.07	41.48	6.32	.81
Annual average, 1915-16.....	3,039	8.20	8.23	42.27	6.42	.78
Annual average, 1914-15.....	2,439	8.15	8.85	45.48	6.89	.78

HULLS.						
	Number samples.	Whole seed and hulls.	Oil in hulls.	Total oil.	% loss per T. in exc. stand.	Standard.
Average all mills.....	828	.06	.35	1.04	.11	2.77
Your average.....	0	.49	.54	.01	1.44	
Best average result.....	0	2.61	.43	.72	1.18	
Worst average result.....	453	.01	1.09	1.17	.33	3.12
Annual average, 1921-22.....	1,292	.05	.90	.06	.09	2.56
Annual average, 1920-21.....	1,836	.10	.66	.72	.18	1.92
Annual average, 1918-19.....	1,391	.07	.67	.76	.16	2.03
Annual average, 1917-18.....	1,867	.01	.98	1.16	.52	3.09
Annual average, 1916-17.....	2,421	.09	.94	1.07	.45	2.83
Annual average, 1915-16.....	1,158	.10	.79	.79	.45	2.10
Annual average, 1914-15.....	1,130	.09	.88	.77	.21	2.05

Report for yearly period September 1, 1922, to April 15, 1923, covering 4,411 samples:

SEED.						
	Number samples.	Moisture.	Ammonia in seed.	% oil.	Gals. oil 100 lbs. W.S.T.	Lbs. cake 43% protein.
Average all mills.....	146	7.21	4.08	19.05	40.7	869
Your average.....	7.42	4.03	20.50	44.9	857	
Best average result.....	9.59	4.44	18.34	38.9	951	
Worst average result.....	202	7.17	4.17	18.85	40.2	890
Annual average, 1921-22.....	202	10.33	4.04	19.37	41.5	859
Annual average, 1920-21.....	1,400	10.63	3.95	18.07	38.2	839
Annual average, 1918-19.....	960	8.65	4.33	16.77	34.8	926
Annual average, 1917-18.....	525	7.90	4.26	17.41	36.5	911
Annual average, 1916-17.....	555	8.05	4.25	18.18	38.5	908
Annual average, 1915-16.....	370	9.08	4.12	18.40	38.1	878
Annual average, 1914-15.....	140	9.48	4.24	16.91	35.2	906

CRUDE OIL.				
	No. samples.	Refining loss.	Color red.	Acid free.
Average all mills.....	196	7.6	5.8	.9
Your average.....	5.5	5.3	.5	
Best average result.....	10.3	6.3	1.1	
Worst average result.....	329	9.0	6.5	1.8
Annual average, 1921-22.....	1,034	9.5	7.6	1.9
Annual average, 1919-20.....	2,187	19.0	14.4	5.3
Annual average, 1918-19.....	305	10.7	8.0	2.5
Annual average, 1917-18.....	397	8.6	7.8	2.1
Annual average, 1916-17.....	498	7.6	6.6	1.8
Annual average, 1915-16.....	704	9.4	6.9	2.0
Annual average, 1914-15.....	865	8.8	6.5	1.5

English Oil Prices Trend Upward

World prices of oils and fats continue far above pre-war levels as indicated by the average prices of oils and fats in British markets during March 1923.

The average of the index figures for important oils traded in in British markets is 42.6 above the normal pre-war price.

Copra oil is 19 points above normal, palm kernel oil the same amount, soya bean oil is 48 points above normal, rapeseed oil is 43 points above the pre-war level with important increases in the values of other oils and fats.

Oils and fats in British markets now stand at a higher average than in June 1922, according to a recent statement in the Oils and Fats Economic Review. It should also be noted that when the peak of prices had been attained in 1922 the market caved and the next two months had receded sharply.

Oil cake and meal values are likewise higher than pre-war values in the English markets, linseed cake is 35 points above normal, cottonseed cake 39 points, while

soya bean meal brought in March, 1923, 79 points above the pre-war index.

Argentine corn from the River La Plata sold freely in British markets during March just past at 57 points above its pre-war index value.

Manchurian soya beans averaged 12 pounds sterling 10 shillings per ton in value in the English markets during February, 1923, and 12 pounds sterling 5 shillings during March, 1923. This is equivalent to a value of \$1.58 per bushel for soya beans during March or \$57.25 per long ton. These soya beans when crushed produce an excellent quality oil cake which was used to supplant cottonseed cake of American origin in the cattle feeding pens of Europe.

When America resigned its control of the world's oils and fats markets to Europe it relinquished control of the oil cake and meal situation likewise. If European nations purchased their vegetable oils through America they would not then crush oil seeds on the ground and hence would buy their oil cake and meal from America.

COPRA AND OIL IMPORTS.

Imports of coconut meat or copra, olives, peanuts and oils into the United States by countries are reported by the U. S. Bureau of Foreign and Domestic Commerce as follows:

Countries.	Coconut meat, broken or copra. Not shredded, desiccated or prepared. Pounds.	Shredded, desiccated or prepared. Pounds.	Coconut oil. Pounds.	Olives. Gallons.
France.....	.....	.....	.....	17
Greece.....	.....	.....	.....	121,780
Italy.....	.....	.....	.....	53,185
Portugal.....	.....	.....	.....	208
Spain.....	.....	.....	.....	317,202
Turkey in Eur.....	.....	.....	.....	91
England.....	1,344,000	.....	.....	.....
Brit. Col. and Yukon.....	.....	4,450	.....	.....
Jamaica.....	29,280	.....	56	.....
Chile.....	.....	.....	11,311	.....
Brit. India.....	.....	.....	118,640	.....
Ceylon.....	1,336,000	3,100,105	56,042	.....
Straits Setms.....	.....	48,360	.....	.....
China.....	.....	.....	.....	17
Hongkong.....	.....	120	795	102
Phil. Is.....	28,418,850	.....	29,843,069	.....
Fr. Oce.....	458,969	.....	.....	.....
Other Oce.....	3,383,839	.....	.....	.....
.....	17,974	.....	.....	.....
Total.....	34,988,921	3,271,675	29,900,047	504,708

Countries.	Olive oil, edible. Pounds.	Not shelled. Pounds.	Peanut oil. Pounds.
France.....	940,338	.....	330,657
Germany.....	515	.....	.....
Greece.....	506,715	.....	.....
Italy.....	3,005,522	132	.....
Netherlands.....	.....	.....	11,634
Spain.....	1,051,412	82,500	.....
Switzerland.....	15,791	.....	.....
Turkey in Europe.....	37,771	.....	.....
Brit. Col. and Yukon.....	.....	39,071	.....
Cuba.....	50	.....	.....
China.....	272,800	150,000	32,850
Hongkong.....	5,218	1,693	85,913
Japan.....	10,500	100,600	3,520
Pal. and Syria.....	10,437	.....	.....
Algeria & Tunis.....	10,441	.....	.....
Total.....	5,568,792	371,150	291,364

MARGARIN INSTITUTE CONVENTION.

The fourth annual convention of the Institute of Margarin Manufacturers will be held at the Hotel Traymore, Atlantic City, N. J. The convention will be held in the library of that hotel June 14 and 15, 1923. Members of the Institute will make their own room reservations and are urged to do this at once, for there are always numerous conventions in session in Atlantic City during the summer months. A live and important program is in process of preparation and a copy of it will be put into the hands of members at the earliest possible moment and any suggestions in mind with respect to what sort of a program should be rendered will be appreciated by the secretary, Dr. J. S. Abbott, 1212 Munsey Building, Washington, D. C.

FOREIGN EXCHANGE SITUATION.

Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Illinois.

Country and monetary unit.	Par value in U. S. money.	Value on May 4.
Austria, krone.....	\$0.203	\$0.000014
Belgium, franc.....	.193	.0580
Czechoslovakia, krone.....	(*)	.0298
Denmark, krone.....	.268	.1880
Finland, mark.....	.193	.0278
France, franc.....	.193	.0667
Germany, mark.....	.238	.000026
Great Britain, pound.....	4.866	.0120
Greece, drachma.....	.193	.0490
Italy, lira.....	.193	.4925
Japan, yen.....	.498	(*)
Jugo-Slavia, krone.....	(*)	.3908
Netherlands, florin.....	.402	.1715
Norway, krone.....	.268	(*)
Poland, Polish mark.....	(*)	.000022
Roumania, leu.....	.193	.48
Russia, rouble.....	.515	.0185
Serbia, dinar.....	.193	.1528
Spain, peseta.....	.193	.2688
Sweden, krona.....	.268	.1807
Switzerland, franc.....	.193	4.40
Turkey, Turkish pound.....	4.40	.....

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Dull—Price Changes Feverish—May Relatively Strong—Cash Trade Quiet—Government Sugar Action a Feature—Cotton Weather Favorable—Planting Progressing.

A very limited volume of business featured the cotton oil futures market on the New York Produce Exchange the past week, with the situation more or less complicated, and prices not getting very far in either direction. The government's action in sugar, with its ultimate boycott by the housewife, resulted in rather drastic liquidation in other markets owing to fears of the buyers' strike spreading, and was indirectly a factor in cotton oil, and with the weakness in securities and in the lard market, tended to make for confident professional bearish operations.

Lack of outside demand was materially against prices, and the better planting weather in the cotton belt led to considerable pressure on the new crop months through cotton houses, but the declines in oil were more orderly than in any other commodity, the breaks being checked by the May situation, where shorts found it difficult to cover with freedom, and were forced to pay as much as thirty points over July to get their May back.

On the whole there was little in the news

of an optimistic tenor, and while bearish sentiment was not unanimous, there was a marked degree of uncertainty as to what the future held in store. The break in stocks was looked upon as forecasting the end of the prosperity boom possibly six months or a year hence, and was so severe as to add to the depressed feeling prevalent in the various markets.

Support on Oil Breaks Poor.

While the cotton oil situation, from a supply and demand standpoint is admittedly a strong one, the volume of support on the breaks was poor, and with no shortage in sight for the next month or so, consumers were inclined to hold off and buy only immediate requirements. At the same time, the refiners continued to report fairly good deliveries and a rapid distribution of oil into consumptive channels, while no weakening was noted in the cash premiums which had prevailed of late.

The convention at Hot Springs possibly accounted for part of the dullness in the market, as a good-sized delegation not only left the New York market for the Interstate Convention, but visitors were there from all over the belt. While little news came from the Convention, it was said that sentiment there was more or less bearish on the new crop, but as far as could be learned, little business came from that quarter.

May Situation Chief Feature.

The May situation was the outstanding

feature of the week. Deliveries have amounted to only 1,500 bbls., and western interests short of May oil and long of lard experienced quite a little difficulty in evening up their contracts. The open interest is somewhat smaller, but a short interest in May still exists and while leading longs lightened their load, it was again intimated that there were longs in the current month that would insist upon delivery of the oil.

The lard market went into new lows for the downturn, although deliveries on May contracts were rather light but, nevertheless, liquidation was rather heavy, and the hog movement continued to run well above expectations. Lard stocks at Chicago showed an increase of about 5½ million pounds the last two weeks of May, and an increase of nearly 21,000,000 lbs. during the month of May, now totaling 34,212,000 lbs. against 13,495,000 on April 1st and 45,148,000 on May 1st last year.

Tallows, greases, stearine and cocoanut oil were again rather heavy in tone, and with the warm summer months close at hand, the feeling was that prices would seek lower levels, and that cotton oil would be affected somewhat when good cotton growing weather sets in.

London Oils Were Weak.

At London oils were weak and down one to two shillings this week, following a decline equally sharp the previous week,

ASPEGREN & CO., INC.

Produce Exchange Building
NEW YORK CITY
DISTRIBUTORS



AGENTS
IN
PRINCIPAL EASTERN CITIES



SELLING AGENTS FOR

The Portsmouth Cotton Oil Refining Corp., Portsmouth, Va.
The Gulf & Valley Cotton Oil Co., Ltd., New Orleans, La.
The International Vegetable Oil Co., Savannah, Ga.

IMPORTED ENGLISH FULLERS EARTH

HIGHEST STANDARD QUALITY

DIRECT IMPORT STOCKS CARRIED AT SEATTLE, NEW YORK AND CHICAGO

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Industrial Chemical Co., 200 Fifth Ave., New York City

Western Representative: EDGAR R. ADLER, Union Stock Yards, Chicago

Pacific Northwest Representative: W. J. LAKE & CO. Inc., Central Bldg., Seattle, Wash.

with refined deodorized cocoanut oil f. o. b. Liverpool in barrels quoted at 51 shillings, peanut oil at 52s. 6d., soya bean at 49 shillings, English butter oil 49 shillings, and refined palm-kernel oil at 49 shillings.

Weather Report on Cotton.

The government's weekly weather report on cotton follows:

Temperatures averaged above normal in all sections of the cotton belt except in the extreme northeastern portion and rainfall was mostly moderate, although rather heavy to heavy in the northeast, the northern portions of the Gulf States, much of Oklahoma and parts of Arkansas. Cotton made fair progress in Texas except in some central, southeast and southwestern counties where moisture continued excessive; planting was well advanced except in the wet areas.

Rain and wet soil delayed planting in Oklahoma and considerable replanting was necessary because of too much rain. Early planted cotton made very good progress in Arkansas, but heavy local rains delayed work during part of the week; planting is uneven, being nearly completed in some localities while little has been planted in others.

The week was favorable for field work in Louisiana where planting made excellent progress and the early planted was coming up to a good stand. With favorable weather, planting was pushed in Tennessee and made good progress on the uplands in Mississippi, although the soil continued too wet in some sections. Planting was general in Alabama with mostly fair, good progress.

Lands were fair in the South where chopping progressed. Rainfall was mostly light to moderate in Georgia and cotton

planting was nearly completed in the southern half and was proceeding actively in the northern portion; growth was very good.

COTTONSEED OIL—Market transactions:

Thursday, April 26, 1923.

	Sales.	Range.		Bld.	Closing.
		High.	Low.		
Spot				1150	a 1175
May				1140	a 1170
Apr.				1140	a 1165
May	6300	1158	1148	1152	a 1156
June				1150	a 1160
July	6100	1165	1158	1160	a 1162
Aug.	1200	1162	1159	1160	a 1162
Sept.	2200	1152	1146	1146	a 1148
Oct.	900	1035	1032	1034	a 1036
Nov.				939	a 945

Total sales, including switches, 17,700
Prime Crude S. E. 1000—1025.

Friday, April 27, 1923.

	Sales.	Range.		Bld.	Closing.
		High.	Low.		
Spot				1155	a 1160
May	1700	1168	1155	1156	a 1160
June				1158	a 1163
July	1700	1172	1159	1159	a 1161
Aug.	300	1169	1161	1159	a 1161
Sept.	1600	1155	1146	1146	a 1148
Oct.	200	1035	1033	1033	a 1035
Nov.	600	944	942	938	a 941
Dec.				920	a 927

Total sales, including switches, 6,700
Prime Crude S. E. 1000—1025.

Saturday, April 28, 1923.

	Sales.	Range.		Bld.	Closing.
		High.	Low.		
Spot				1150	a 1160
May	1200	1165	1155	1155	a 1160
June				1155	a 1168
July	700	1160	1152	1152	a 1154
Aug.				1150	a 1154
Sept.	300	1147	1145	1141	a 1142
Oct.	300	1030	1029	1028	a 1030
Nov.	300	933	931	928	a 931
Dec.	600	904	900	905	a 910

Total sales, including switches, 3,600
Prime Crude S. E. 1000 nominal.

Monday, April 30, 1923.

	Sales.	Range.		Bld.	Closing.
		High.	Low.		
Spot				1125	a 1140
May	2600	1145	1131	1131	a 1133
June	100	1132	1132	1132	a 1140
July	6600	1150	1136	1140	a 1141
Aug.	500	1139	1137	1138	a 1140
Sept.	3100	1134	1121	1126	a 1028
Oct.	1300	1015	1002	1011	a 1015
Nov.	300	919	910	915	a 919
Dec.				899	a 909

Total sales, including switches, 17,300
Prime Crude S. E. 1000 sales.

Tuesday, May 1, 1923.

	Sales.	Range.		Bld.	Closing.
		High.	Low.		
Spot				1140	a 1175
May	1900	1183	1139	1155	a 1170
June	200	1145	1139	1135	a 1155
July	3600	1151	1135	1145	a 1147
Aug.	700	1146	1143	1142	a 1144
Sept.	3200	1141	1120	1124	a 1028
Oct.	800	1025	1009	1010	a 1014
Nov.	1300	925	912	915	a 920
Dec.				900	a 905

Total sales, including switches, 11,700
Prime Crude S. E. 1000 asked.

Wednesday, May 2, 1923.

	Sales.	Range.		Bld.	Closing.
		High.	Low.		
Spot				1150	a 1158
May	1400	1162	1154	1153	a 1158
June				1130	a 1150
July	300	1136	1135	1136	a 1138
Aug.	1900	1137	1133	1135	a 1137
Sept.	2400	1121	1110	1120	a 1121
Oct.	500	1005	1005	1007	a 1010
Nov.	100	912	912	911	a 913
Dec.				890	a 900

Total sales, including switches, 6,600
P. Crude S. E. 975—1000.

Thursday, May 3, 1923.

	Sales.	Range.		Bld.	Closing.
		High.	Low.		
May	1140	11.55	11.55	11.55	11.58
June	11.20	11.27	11.27	11.30	11.40
July	11.31	11.35	11.30	11.32	11.33
Aug.	11.35	11.35	11.28	11.32	11.34
Sept.	11.20	11.20	11.16	11.16	11.18
Oct.	10.07	10.08	10.02	10.06	10.08

*Bid.

SEE PAGE 39 FOR LATER MARKETS.

COCOANUT OIL.—The market was quiet and easier with transactions few and far between, consumers closely watching tallow, and with offerings reported fair. Copra showed little change from last week. At New York Ceylon type in barrels was quoted at 10½c; tanks, 9½c; Cochin type, barrels, 10½@10¾c; edible, bbls., 11¼@11½c. Coast offerings of crude were reported at 9c.

SOYA BEAN OIL.—A good demand continued in evidence, but business was checked by the limited offerings. At New York crude in barrels was quoted at 13½@14c, blown at 14½c; tanks, New York, 12c; tanks, coast, 10½@10¾c.

PEANUT OIL.—A very limited business was again reported, but the market was steady, with offerings light and limited. Demand was reported fair. At New York crude in barrels was nominal; refined, barrels, 17@17½c; tanks, f. o. b. mills, 13½@13¾c.

CORN OIL.—A steady market, with a fair demand and limited offerings, was noted in corn oil. At New York crude in barrels was quoted at 12½c; tanks, Chicago, 10½@10¾c; refined, barrels, New York, 13¾@14c, and in cases, \$13.38.

PALM OIL.—The market was less active and was rather steady, but there was more of a disposition to follow the developments in other greases. Cables were somewhat weaker, and London reported a lower market, but there was no pressure to sell here. At New York Lagos spot was quoted at 8½c; shipment, 8¾c; Niger, spot, 8½c; shipment, 8c.

THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

BROKERS EXCLUSIVELY

VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Cocoanut Oil

COTTON OIL FUTURES

On the New York Produce Exchange

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Boreas, Prime Winter Yellow
Venus, Prime Summer White
Jersey Butter Oil
Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil
White Clover Cooking Oil
Marigold Cooking Oil
Sterling, Prime Summer Yellow

Refineries:
IVORYDALE, O.
PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.
DALLAS, TEXAS

General Offices:
CINCINNATI, OHIO
Cable Address: "Procter"

PALM KERNEL OIL.—Demand was limited, but stocks were light and the market here firm, although London reported palm kernel a shilling lower for the week at 49 shillings, and crude palm kernel 47 shillings. At New York palm-kernel was quoted at 9½¢ @ 10c.

COTTONSEED OIL.—Demand quiet but market firm. P. S. Y. spot, barrels, New York, 11½¢ @ 12c; crude oil, 9½¢ @ 10c nominal; bleachable, 10½¢.

SOUTHERN MARKETS.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 3, 1923.

On account of the Interstate Cotton Crushers' Association Convention at Hot Springs this week, there seems to be no trading in any cotton seed products. The crude cottonseed oil market is nominally 10c; 41% protein meal around \$43.50 Memphis; loose hulls around \$16.00 Memphis.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 3, 1923.—Prime crude cottonseed oil is steady at 9½¢ cents bid, 10 cents asked for straggling lots. Refined cottonseed oil is dull, but steady. Meal and hulls are unchanged.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 1.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda, \$3.70 @ 3.80 cwt.; 98% powdered caustic soda, 4¼¢ @ 4½¢ lb.; 58% carbonate of soda, 2¢ @ 2¼¢ lb.

Clarified palm oil, in casks of 2,000 lbs., 8½¢ @ 8¾¢ lb.; commercial yellow olive oil, \$1.20 gal.; olive oil foots, 9½¢ @ 10½¢ lb.; East India Cochin cocoanut oil, 13c lb., duty paid; Cochin grade cocoanut oil, domestic, 11¼¢ lb.; Ceylon grade cocoanut oil, 10½¢ @ 11c lb.

Prime summer yellow cottonseed oil, 12½¢ @ 13¼¢ lb.; soya bean oil, 12¢ @ 12¼¢ lb.; linseed oil, \$1.12 @ 1.20 gal.; crude corn oil, in bbls., nominal, 12½¢ lb.; peanut oil, in bbls., New York, deodorized, 17¢ @ 17½¢ lb.; peanut oil, in tanks, f. o. b. mills, 13¢ @ 13¼¢ lb.; extra tallow, 9c lb.; dynamite glycerine, nominal, 16½¢ lb.; saponified glycerine, nominal, 12½¢ lb.; crude soap glycerine, nominal, 11c lb.; chemically pure glycerine, nominal, 18c lb.; prime packer's grease, nominal, 8½¢ @ 8¾¢ lb.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York from April 1 to April 30, 1923, according to unofficial reports, were 300 bbls.

THE AMERICAN COTTON OIL COMPANY

65 Broadway, New York

Cable Address "AMCOTOIL"

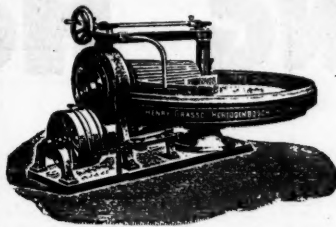
Union Pure Salad Oil
Union Choice Butter Oil
I. X. L. Cooking Oil

Refined Cocoanut Oil
Refined Peanut Oil
Refined Corn Oil

Cottonseed Cake
Cottonseed Meal
Cotton Linters

Wilcox Lard

FAIRBANK'S Shortenings—Boar's Head and Cottolene
FAIRBANK'S Soaps and GOLD DUST Washing Powder



GRASSO'S

"Original Holland" Margarine Machinery

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Grasso's Famous Table Worker 316 W. Austin Ave. CHICAGO, ILL.

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for Fat and Oil Filtration

Improves clarity, secures better keeping qualities and reduces operating costs. Write for complete information given in Bulletin K.K.-40.

Celite Products Company

New York, 11 Broadway Chicago, 53 W. Jackson bldg. San Francisco
Menadnock Bldg. Celite Products Ltd., Montreal, Que., Canada

COPRA IN HAMBURG.

The following list indicates the brands of copra chiefly imported into Hamburg, the order indicating the comparative quantity of each ordinarily imported. It will be seen that the demand is not necessarily based on quality:

Java f. m. s. (fair merchantable sun-dried), Penang f. m. s., Singapore f. m. s.; Malabar good white sun-dried, Ceylon superior white sun-dried, Ceylon f. m. s., Trinidad f. m. s., Cebu kiln-dried f. m. s. and f. m., Macassar f. m. s., Straits f. m. s., Bali-Lombok f. m. s., Mozambique f. m. s., Banjermassin f. m. s., Manila kiln-dried f. m. s. and f. m., Pontianak f. m. s., South Sea f. m. s.

During the past two or three months the Hamburg copra market has been very

firm but during December business was rather dull because of uncertain exchange and political conditions. Three large oil crushing mills in Hamburg buy approximately 9,000 tons of copra monthly, while severally they are said to be in a position to import almost any amount of copra offered. There is the old complaint regarding Manila copra, the Cebu brand enjoying an especially good reputation, but Manila for some seasons is not always up to expectations. The copra imports for all Germany for the first ten months of 1922 amounted to 232,515 metric tons; 198,265 metric tons coming from the Dutch East Indies. The imports at Hamburg for September, October and November, 1922, amounted to approximately 650,000 metric tons, as compared with 816,000 metric tons for the similar period in 1921, according to reports to the U. S. Department of Commerce.



ASK THEM!

ONE HUNDRED of the leading packers and wholesalers of the Middle West, East and South are selling HAMMOND'S



MISTLETOE—WHITE ROSEBUD—KO-KO

and other brands of

Oleomargarine

Let us refer you to some of them—they can tell you interesting things about the possibilities of our line.

The G. H. Hammond Co.

CHICAGO, ILL.

THE CASING HOUSE

Casings carefully graded
for any kind of sausage

BERTH. LEVI & Co., Inc.

ESTABLISHED 1882

**NEW YORK
LONDON**

**CHICAGO
WELLINGTON, N. Z.**

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Provisions continued heavy at the week end with large hog receipts, easy tone abroad, poor foreign demand and moderate domestic trade. Export clearances continue large, particularly lard, but speculative demand is quiet notwithstanding disappointing May deliveries.

About 250 drums of extra tallow sold at 8 1/4 cents, another decline of a quarter of a cent.

Cottonseed Oil.

Cottonseed oil is dull and easy with other markets weaker in cotton and house and professional selling. More favorable weather is a help, but declines are checked mostly by relative firmness of May and refiners covering the distant positions. Cash trade is quiet with crude cottonseed oil quoted at 10 cents by outside interest. Generally there is a small trade and everyone is awaiting developments.

Quotations on cottonseed oil at Friday noon were: May, \$11.50@11.60; July, \$11.31@11.34; September, \$11.50@11.59; October, \$10.04@11.08; December, \$8.90@8.99.

Tallow.

Extra, 8 1/4 sales.

Oleo Oil and Stearine.

Sales, 10 1/2 c; extra oleo oil, 14 1/2 c.

FRIDAY'S GENERAL MARKETS.

New York, May 4, 1923.—Spot lard at New York, prime western, \$11.75@11.85; Middle West, \$11.60@11.70; city steam, \$11.37; refined, continent, \$12.75; South American, \$13.00; Brazil kegs, \$14.00; compound, \$13.00.

Liverpool Provision Markets.

Liverpool, May 4, 1923.—(By Cable).—Quotations today: Shoulders, square, 58s (\$13.57); shoulders, picnics, 53s (\$12.35); hams, long cut, 87s (\$20.35); hams, American cut, 83s (\$19.34); bacon, Cumberland cut, 73s (\$17.01); bacon, short backs, 70s (\$16.38); bacon, Wiltshire, 65s (\$15.21); bellies, clear, 97s (\$22.91); Australian tallow, 42s 6d to 42s 9d (\$9.84@10.14); spot lard, 62s 5d (\$14.38).

Hull Oil Market.

Hull, England, May 4, 1923.—(By Cable).—Refined cottonseed oil, 45s 6d (\$10.54); crude cottonseed oil, 40s (\$9.28).

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to May 4, 1923, show exports from that country were as follows: To England, 93,961 quarters; to the Continent, 29,742 quarters; to other ports, none. Exports for the previous week were as follows: To England, 168,939 quarters; to the Continent, 27,600 quarters; to other ports, none.

SOUTH AFRICAN BACON LOSSES.

The South African bacon supply, which has been virtually a monopoly, is seriously threatened by cheaper importation from Denmark. Danish bacon can now be offered in South Africa at 112 shillings a hundredweight of 110 pounds, which could be retailed at 1/10 a pound (45 cents), being 2d. (about 4 cents) lower than the local product can be sold for. The opinion is expressed that the price of imported bacon has dropped to the figure quoted because of a glut in the European market, and that this competition will not have a lasting effect. South African bacon is inferior to the imported in every respect. The total consumption in 1920-21 was 7,212,000 pounds.

ARMOUR IN GUNN'S, LTD.

Announcement has been made that Armour and Company has become financially interested in Gunn's, Ltd., Toronto, one of the largest Canadian meat packing companies. This announcement was made by General John A. Gunn, president of the company. The interest assumed by Armour and Company was that formerly held by Morris and Company.

CANADIAN LIVESTOCK MARKETS.

Sales of livestock at chief Canadian centers, with number of livestock billed through for the week ending April 26, 1923, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, as compared to a week and a year ago:

	CATTLE.			
	Week ended Apr. 26, 1923.	Same week 1922.	Year to date 1923.	Year to date 1922.
Toronto	7,950	6,328	101,054	88,788
Montreal (W.)	353	345	7,476	8,375
Montreal (E.)	193	478	6,883	8,189
Winnipeg	1,606	2,413	488,863	28,271
Calgary	1,008	877	21,204	15,603
Edmonton	492	961	13,132	10,059
Total	11,602	11,417	198,412	159,285

	CALVES.			
	Week ended Apr. 26, 1923.	Same week 1922.	Year to date 1923.	Year to date 1922.
Toronto	718	207	10,850	8,279
Montreal (W.)	294	25	12,215	4,431
Montreal (E.)	780	.....	5,581	3,561
Winnipeg	249	383	7,533	2,784
Calgary	94	273	2,501	2,854
Edmonton	.....	23	250	98
Total	2,135	911	38,930	23,097

	CATTLE.			
	Week ended Apr. 26, 1923.	Same week 1922.	Year to date 1923.	Year to date 1922.
Toronto	3,374	3,711	24,051	25,912
Montreal (W.)	1,372	2,598	11,584	18,288
Montreal (E.)	1,931	2,703	11,462	16,389
Winnipeg	171	357	4,565	3,955
Calgary	133	33	2,245	1,648
Edmonton	86	29	1,248	670
Total	6,767	9,431	60,155	66,862

	CALVES.			
	Week ended Apr. 26, 1923.	Same week 1922.	Year to date 1923.	Year to date 1922.
Toronto	58	150	69	69
Montreal (W.)	.....	13	39	39
Montreal (E.)	7	.....	34	7
Winnipeg	.....	.....	.....	.....
Calgary	.....	.....	.....	.....
Edmonton	.....	.....	.....	.....
Total	7	58	197	142

	HOGS.			
	Week ended Apr. 26, 1923.	Same week 1922.	Year to date 1923.	Year to date 1922.
Toronto	9,452	6,912	119,706	105,279
Montreal (W.)	1,676	2,335	40,126	32,208
Montreal (E.)	1,263	1,903	15,998	14,825
Winnipeg	1,111	2,728	88,060	58,456
Calgary	1,813	1,386	39,131	29,201
Edmonton	1,771	969	36,292	17,432
Total	16,586	15,663	339,313	257,401

	CALVES.			
	Week ended Apr. 26, 1923.	Same week 1922.	Year to date 1923.	Year to date 1922.
Toronto	1,092	450	16,224	7,625
Montreal (W.)	193	570	2,599	.....
Montreal (E.)	.....	467	60	.....
Winnipeg	595	71	35,607	7,056
Calgary	237	85	6,903	1,625
Edmonton	90	.....	173	707
Total	2,014	799	59,944	20,272

	SHEEP.			
	Week ended Apr. 26, 1923.	Same week 1922.	Year to date 1923.	Year to date 1922.
Toronto	659	575	28,720	18,403
Montreal (W.)	161	279	5,275	4,240
Montreal (E.)	128	256	1,368	2,678
Winnipeg	240	187	6,459	7,399
Calgary	986	222	24,474	24,585
Edmonton	8	52	1,132	1,779
Total	2,182	1,571	67,908	59,894

	CALVES.			
	Week ended Apr. 26, 1923.	Same week 1922.	Year to date 1923.	Year to date 1922.
Toronto	.....	3,453	6,878	.....
Montreal (W.)	.....	3,206	21	.....
Montreal (E.)	.....	203	4	.....
Winnipeg	414	7,228	9,542	.....
Calgary	.....	2,480	2,082	.....
Edmonton	.....	.....	82	.....
Total	414	16,570	18,559	.....

NOTE.—Owing to flood conditions in Winnipeg stock yards, the above sales and through billing include only 3 days ending April 24th, for that yard. Next week's report will give corrected totals up to and including April 26th.

NEW YORK LIVESTOCK.

The following are the receipts for week ending Saturday, April 28, 1923:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,277	10,029	10,867	12,041
New York	1,967	9,438	26,336	5,918
Central Union	4,778	2,757	638	22,834
Total for week	10,772	22,224	37,841	39,793
Previous week	10,708	22,612	29,623	35,618
Two weeks ago	9,276	22,157	31,663	36,529

RECEIPTS AT CENTERS.

SATURDAY, APRIL 28, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	500	4,000	100
Kansas City	200	2,800	400
Omaha	.....	7,500	2,000
St. Louis	200	3,000	200
St. Joseph	100	2,000	300
Sioux City	600	3,500	300
St. Paul	100	800	100
Oklahoma City	100	100	.....
Fort Worth	400	200	200
Milwaukee	100	100	.....
Denver	100	300	2,400
Louisville	100	800	100
Wichita	200	400	.....
Indianapolis	100	4,000	100
Pittsburgh	100	2,000	200
Cincinnati	200	1,500	100
Buffalo	100	2,500	1,000
Cleveland	200	2,000	500
Nashville	100	800	.....
Toronto	200	200	400

MONDAY, APRIL 30, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	21,000	46,000	12,000
Kansas City	11,000	17,000	5,000
Omaha	11,000	12,000	11,000
St. Louis	3,500	17,500	11,000
St. Joseph	3,000	7,500	4,500
Sioux City	2,400	4,500	.....
St. Paul	2,100	6,000	500
Oklahoma City	600	1,800	.....
Fort Worth	3,500	2,000	1,000
Milwaukee	100	300	.....
Denver	4,300	1,200	1,200
Louisville	1,000	3,500	200
Wichita	800	1,500	.....
Indianapolis	800	5,000	1,000
Pittsburgh	1,200	8,000	4,000
Cincinnati	1,200	7,200	1,500
Buffalo	2,500	14,000	12,000
Cleveland	1,000	5,000	1,400
Nashville	700	2,500	.....
Toronto	3,000	3,000	100

TUESDAY, MAY 1, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	25,000	11,000
Kansas City	9,000	20,000	3,000
Omaha	9,000	20,000	10,000
St. Louis	5,000	18,500	1,500
St. Joseph	2,800	7,000	2,000
Sioux City	3,000	8,500	100
St. Paul	2,200	14,000	400
Oklahoma City	500	800	.....
Fort Worth	2,000	1,200	1,000
Milwaukee	800	3,500	200
Denver	900	1,200	100
Louisville	300	1,700	100
Wichita	700	1,500	.....
Indianapolis	1,200	10,000	100
Pittsburgh	100	10,000	100
Cincinnati	200	4,000	100
Buffalo	200	2,500	800
Cleveland	200	2,500	500
Nashville	100	1,500	.....
Toronto	800	1,200	100

WEDNESDAY, MAY 2, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	19,000	11,000
Kansas City	7,500	15,000	6,000
Omaha	5,500	12,000	9,500
St. Louis	3,000	17,000	500
St. Joseph	3,000	9,500	3,000
Sioux City	2,200	11,500	500
St. Paul	2,800	16,000	500
Oklahoma City	800	3,000	.....
Fort Worth	1,500	1,500	1,000
Milwaukee	300	1,500	100
Denver	1,200	1,300	2,300
Louisville	200	1,700	200
Wichita	700	1,700	.....
Indianapolis	1,000	8,000	.....
Pittsburgh	100	1,500	300
Cincinnati	700	5,700	200
Buffalo	100	2,500	1,200
Cleveland	300	4,000	500
Nashville	100	2,000	.....
Toronto	1,000	1,600	100

THURSDAY, MAY 3, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	28,000	10,000
Kansas City	3,000	13,000	5,000
Omaha	5,800	14,000	9,000
St. Louis	1,200	11,000	300
St. Joseph	1,800	5,500	4,000
Sioux City	1,700	11,000	370
St. Paul	1,500	9,000	100
Oklahoma City	500	1,500	.....
Fort Worth	2,500	1,800	100
Milwaukee	800	2,500	100
Denver	1,200	4,400	200
Indianapolis	600	9,000	100
Pittsburgh	.....	3,000	300
Cincinnati	700	6,000	200
Buffalo	.....	2,400	1,200

FRIDAY, MAY 4, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	30,000	7,000
Kansas City	1,000	7,000	2,000
Omaha	1,800	11,000	5,000
St. Louis	500	11,000	300
St. Joseph	1,000	5,000	2,300
Sioux City	1,000	9,000	300
St. Paul	1,300	11,700	100
Oklahoma City	700	2,200	.....
Fort Worth	800	1,200	1,800
Milwaukee	100	500	.....
Denver	400	800	300
Indianapolis	800	9,000	200
Pittsburgh	2,500	500
Cincinnati	600	4,800	300
Buffalo	300	5,600	6,500

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References:
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The National Provisioner Keeps you posted on The Men and the Markets

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at
leading Canadian centers for the week
ended April 26, 1923, with comparisons:

	STEERS.		CALVES.	
	Week ended Apr. 26, 1922.	Same week ended Apr. 19, 1922.	Week ended Apr. 26, 1922.	Same week ended Apr. 19, 1922.
Toronto	8.00	8.00	11.00	12.00
Montreal (W.)	7.50	8.75	8.00	7.00
Montreal (E.)	7.50	8.75	7.50	7.00
Winnipeg	7.00	8.50	7.25	7.00
Calgary	6.50	8.50	10.72	8.50
Edmonton	6.50	7.00	9.00	8.50
HOGS.				
Toronto	12.50	13.25	12.00	12.00
Montreal (W.)	8.00	7.50	12.00	12.00
Montreal (E.)	8.00	7.50	12.00	12.00
Winnipeg	11.00	11.00	12.00	12.00
Calgary	8.00	7.50	12.00	12.00
Edmonton	6.00	3.00	12.00	12.00
LAMBS.				
Toronto	15.00	14.00	12.25	12.25
Montreal (W.)	11.00	11.00	12.25	12.25
Montreal (E.)	11.00	11.00	12.25	12.25
Winnipeg	11.50	14.50	12.25	12.25
Calgary	12.00	12.00	12.00	12.00
Edmonton	11.00	11.00	11.00	11.00

LIVE STOCK MARKETS

CHICAGO.

(Reported by the U. S. Bureau of Agricultural Economics.)

Union Stock Yards, Chicago, May 3.

Most killing classes of cattle reflected uneven but relatively small net downturns for the week. Beef steers comprised bulk of the receipts and the loss on that class was largely 10c to 15c. Lower grades of beef steers was supported by the most active stocker and feeder trade in some time. A buying scramble on the part of finishers for stockers and feeders led to 25 to 40c higher prices on most stocker and feeder steers. Bulk of thin kinds went to the country at \$7.00 to \$8.00 and competing with killers. Mineral Point, Wis., finishers paid upward to \$9.60 for qualified half-fat 1,320 lb. steers.

Hogs reacted upward, light kinds making \$8.40 at the high time but the high mark today was \$8.25. Upturns were largely 15 to 25c throughout the list. Shipping demand was comparatively light and slowness marked the dressed pork trade generally.

The upturn on fat lambs ranged from 25 to 75c. Clippers received the most upturn, an advance of 50 to 75c being apparent. Fat sheep sold higher in many instances, the general trade being steady to 25c up. As the week closed buyers displayed indifference toward extremely heavy fat ewes, a circumstance probably portending lower prices on these kinds.

Approximately 7,000 fewer cattle, 40,000 more hogs and 26,000 fewer sheep arrived at ten large markets during the first four days of the calendar week than corresponding period a week ago. The hog run during this period at ten markets reflected a gain in numbers of about 111,000 over corresponding period a year ago, and illustrated the present supply of marketable hogs contrasted with a year ago.

Handy and heavy beef steers sold upward to \$10.25, as did long yearlings. Heavy bullocks made that price each session. There was also a moderate sprinkling of weighty steers at \$10.00 to \$10.15, but few yearlings exceeded the inside figure. A spread of \$8.40 to \$9.65 took most beef steers and light plain yearlings, mostly mixed steers and heifers, were about the only offerings in the beef steer contingent which turned in any considerable number under \$8.25. Well finished bullocks scaling 1,530 lbs. were among the ones that topped at \$10.25. Fat steers scaling 1,506 lbs., but lacking high finish, sold downward to \$8.75. About 35 loads of Colorado pulp fed steers cashed largely at \$9.25 to \$9.35, a few lots reaching \$9.50 to \$9.75.

Better grades of beef cows and heifers lost about 25c. A few heavy Kosher cows made \$8.35 and better, but a spread of \$5.25 to \$7.00 absorbed the bulk. While a few good to choice light heifers reached \$8.90 to \$9.00, most heifers sold at \$6.75 to \$7.75. Cannors and cutters were most numerous at \$3.25 to \$4.50 and bologna bulls at \$5.00 to \$5.25, the latter class declining 15 to 25c, most of the decline striking heavy rough fat bulls. Vealers advanced 25c to 50c. Packers absorbed bulk of veal calves at \$9.25 downward, shippers paying upward to \$10.50 and above.

Lard and cured meats continued to move rather freely into export channels. Slowness in domestic trade was probably a reflection of a seasonal switch to beef on the part of many consumers. Lard stocks continued to accumulate in storage. Today bulk of 170 to 225 lb. averages cashed at \$8.15 to \$8.25 and most 240 to 325 lb. butchers made \$7.80 to \$8.10. Packing sows brought \$6.50 to \$6.90.

Desirable weight woolled lambs scored \$15.25 each session and as the week closed most woolled offerings were turning at \$15.00 to \$15.25. The arrival of many

clean-up shipments from nearby feed lots suggested that most of the old crop lambs have gone through the market gates. Springers are next in order. An inclement spring has retarded the movement of spring lambs beyond the opening period expected earlier in the season.

Many old crop shorn lambs arrived, cashed at \$11.75 to \$12.50 early in the week but reflecting more desirable weights in the main moved fairly liberally today at \$12.65. A load of strictly choice shorn lambs from a Wisconsin feed lot cashed upward to \$13.10. Relatively few extremely heavy clipped lambs sold below \$10.65 at the close. Heavy woolled offerings arrived sparingly.

The fat sheep contingent consisted largely of Navajo wethers in fleece which averaged around 110 lbs. and cashed repeatedly at \$9.90. Heavier shorn wethers fed in the corn belt made \$7.75. A few desirable weight woolled twos reached \$11.25. Most fat ewe offerings were shorn and turned at \$8.00 to \$8.35, according to weight and quality. A package or two of shorn yearlings averaging around 96 lbs. made \$10.65.

KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, May 2.

Choice to prime steers show a moderate advance this week and the plainer classes are no more than steady. Prime 1,730-lb. steers sold up to \$9.85, the highest price in more than six weeks past. Other choice steers, including practically all weights, brought \$9.25@9.75, and the good to choice steers sold at \$8.50@9.25. A good many plain southwest and dogie steers sold at \$6.50@7.50.

The first liberal supply of south Texas grass fat steers was available and they sold at \$5.75@7.40. Some of these cattle weighed over 1,200 lbs. and most of them were in the 1,000 to 1,150-lb. weights. They carried considerable flesh for this season of the year, and are showing out fully normal killing percentages. Cows and heifers are steady to 15c higher than a week ago. Plain heavy cows are selling at \$7.00@7.50, good to choice cows \$6.00@7.00, and the plainer classes \$5.00@6.00.

Canner and cutter cows are bringing \$3.00@4.25. Bulls are quoted steady, selling at \$4.25@5.50. Veal calves are strong to 25c higher, extreme top on choice light weight veals \$10.00. The bulk of the veal calves, however, sold at \$8.00@9.00, and heavy killing calves at \$6.25@7.50.

The hog market today shows some weakness but no quotable decline from Tuesday's level. Compared with the low point last week, the market is 25c higher with the top price \$7.95, the bulk of good hogs ranging in weight from 190 to 230 lbs. brought \$7.65@7.90. Packing sows sold at \$6.50@6.65 and pigs \$6.75@7.25. Receipts continue level, April receipts totaling 330,500, which established a new record for the fourth month of the year by more than 15,000. Compared with the same month last year, receipts were nearly doubled. Indications are that while May receipts will not be as large as the April supply, they will contain nearly as large a percentage increase as the April.

Rather sharp sales were reported in sheep and lambs this week, lambs gaining a half dollar and sheep 25c. The general market recorded the highest levels of the past six weeks on Tuesday, and today's prices were 15c over the level. Choice fat woolled lambs sold at \$14.75@14.90; clipped lambs, \$11.00@12.15; spring lambs, \$14.00@15.25; clipped wethers, \$8.50@9.25; and clipped ewes, \$7.25@7.75. Some straight grass fat Texas wethers sold at \$8.50, and Texas ewes \$7.25. From now on receipts of grass fat sheep will be fairly good.

ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., May 2.

For the week of April 26 to May 2 inclusive our receipts were 17,100 cattle, 36,300 hogs, 4,000 sheep.

There is a general improvement in cattle prices amounting to 15@25c over this time a week ago, the advance being noted particularly on best beef steers and light yearlings. The top for the period in heavy steers was \$9.40 which was paid on three cars of Illinois fed bullocks averaging 1,406 lbs., the price ranging from \$6.85 for the common grade up to the top, the bulk of the sales \$7.00@8.25. South Texas grass fed steers ranged variously from \$4.75@6.10 for a train arriving Monday.

In butcher stock the bulk of the sales for light yearlings ranges from \$6.50@8.40, a few of the real good ones getting in the \$9.00 column. The high sale was for a string of 851-lb. white-faced steers which brought \$9.50. Butcher cows are fully steady, clearing for the most part from \$5.50@6.50, extra good ones in small lots up to \$7.50. Beef and bologna bulls range from \$5.00@5.50, the tops going up to \$5.75.

The hog market following last week's mean close has put on 20@30c a hundred on all grades except rough hogs, these have advanced only 10c for the period. A few sales of choice pigs show an advance of 50c, lighter kinds, however, are in poor demand and are not more than steady. Clearances this week have been good.

Today's quotations are: Mixed and butchers, \$8.10@8.35; good heavies, \$8.10@8.20; roughs, \$6.10@6.35; lights, \$8.30@8.35; pigs, \$5.25@7.75; bulk, \$8.25@8.35.

In the sheep house practically all of the offerings are clipped with the exception of light spring lambs. A good strong demand exists for sheep of all kinds. Good clipped ewes are bringing \$8.00, the highest price of the year; medium kinds, \$7.25@7.50; clipped lambs, \$12.25@12.50; spring lambs, \$13@13.50, with real good ones, not too heavy, bringing \$15.00. Some fancy spring lambs went to a city butcher this week at \$16.50.

OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Neb., May 2.

Cattle continue to come freely and the three days receipts this week 25,000 head have been about the same as a week ago or a year ago. Quality continues very good as a rule and there has been little change either in the character of the demand or in the prices paid as compared with a week ago. Best yearlings and weighty beeves are selling at \$9.00@9.50, fair to good steers are selling largely at \$8.25@8.90 with common to fair lots at \$7.50@8.00 and on down. Demand for cows and heifers continues broad and prices strong. Choice heifers sell at \$7.75@8.25, choice cows at \$7.00@8.00 and the cannors and cutters at \$2.50@4.50. Veal calves are somewhat stronger at \$6.00@11.00 and the same is true of bulls, stags, etc., at \$4.50@8.00.

Hog prices have been somewhat uneven but compare very favorably with a week ago. Receipts have been quite liberal, over 40,000 for the last three days and the average weight for April, 255 pounds, was just a pound lighter than a year ago. With 12,000 hogs today prices held about steady. Best light and butcher hogs selling up to \$7.70 and bulk of all the trading being at \$7.55@7.60.

Fat sheep and lambs have developed considerable strength lately and prices are around the best of the season. Spring lambs are quoted at \$13.00@15.50, woolled

lambs \$12.50@15.00, clipped lambs \$9.50 @12.75, yearlings \$11.75@13.25, wethers \$7.75@9.75 and ewes \$5.75@9.25.

ST. JOSEPH.

(Special Letter to The National Provisioner.)
South St. Joseph, Mo., May 1.

Cattle receipts for the week to date numbered around 5,500 head, against 7,000 for the same period a week ago. Beef steers and yearlings were plentiful, with the big end of the run yearlings. Prices were a little uneven, but values are little changed with last week's close. Choice steers in load lots sold up to \$9.65 and a small package made \$9.75. There were numerous loads in a range of \$9.00@9.40, with bulk of sales \$8.50@9.25. Best yearling steers reached \$9.40, and mixed yearlings \$8.85. Bulk of yearlings sold \$7.75@8.75. Colorado steers sold \$8.25@9.25.

The market for cows and heifers held a steady tone for the period. Cows sold from \$2.50@7.50, and heifers \$5.00@8.25. Bulls held steady, sales ranging \$4.00@6.00. Calves show no change, tops selling at \$8.00, and common kinds down to \$5.00. Stocker and feeder cattle were in light showing and the market is unchanged. Sales ranged \$6.25@7.75. Stock cows and heifers were scarce and the market shows no change.

Hog receipts for two days totaled around 15,000, an increase of 1,500 over last week. Trade ruled slow each day, but values are 10@15c higher than last week's close. The top Tuesday was \$7.95 and bulk of sales \$7.75@7.90. Few sales were made under \$7.65. Throw-out packing sows sold 10@15c higher Tuesday, with most sales at \$6.50. Stags sold \$5.50@5.75. Pigs sold \$6.00@7.00.

With decreased supplies in the sheep division, the lamb market shows a sharp advance for the two days. Compared with last week's close values are around 75c higher. Choice lambs reached \$15.10 Tuesday, the high point of the season. Spring lambs sold up to \$15.50. No clips were offered, quotations ranged up to \$12.25 or better. Sheep were scarce and the market held steady. Choice ewes were quoted \$9.40 @9.50, wethers \$10.00@10.50, and yearlings \$13.00@13.10. A few feeding lambs sold \$13.50@14.00.

SIOUX CITY.

(Special Letter to The National Provisioner.)
Sioux City, Iowa, May 2.

Little change is noted in the volume of cattle arriving at this market, and changes in the price list have been but slight, the medium grades of beef steers are slightly lower but top kinds are steady while feeders and the fat beef grades of cows and heifers are a trifle stronger than last week. Best of the beef steers here this week in both light and strong weights have sold at \$9.75, with a fair showing of the choice to near choice lots going between \$9.00 and \$9.40.

Bulk of beef steers of all weights have sold between \$8.25 and \$9.00 for the medium to good grades, while common to mediums have ranged at \$7.25 to \$8.00. The country has been a good buyer for warmed up steers to be taken back for summer feeding on grass, and up to \$8.40 has been paid for very good lots but with the bulk of stock and feeding cattle at \$6.50 to \$7.50 for ordinary to good grades. A few fancy heifers sell up to \$8.00, with bulk of butcher she stock at \$6.50 to \$7.50 and the medium down to common grades at \$6.25 down to around \$4.50 with low grade canners at as low as \$3.00 and under. Best veals \$11. Week's total of cattle will run around 12,000.

Hogs are continuing to come in good volume, although some falling off from a month ago is noted. Brood sows, and many of them not fully fat are becoming more numerous and causing wider spread in

price range. Prices are a shade higher than a week ago with best butchers making \$7.70 and bulk of all sales \$7.55 to \$7.60, although some of the packing sows are having to sell as low as \$6.25 to \$6.40 where taken out of loads and sold separately. Total hogs for April 219,000, and average weight 253 pounds, 6 pounds lighter than for April last year.

Not enough sheep or lambs coming here to establish a market.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., May 2.

Cattle trade here this week has carried a firm undertone, the supply, although showing some increase over last week, being barely equal to the demand. Receipts (Continued on page 43.)

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, April 28, 1923, are reported by The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,597	15,900	11,874
Swift & Co.	8,020	15,000	20,017
Morris & Co.	7,042	12,500	8,293
Wilson & Co.	6,421	14,800	7,527
Anglo. Amer. Prov. Co.	1,220	6,400	.....
G. H. Hammond Co.	3,516	8,800	.....
Libby, McNeill & Libby	.....	.....	.....
Brennan Packing Co.	6,000 hogs;	Miller & Hart.	.....
5,300 hogs; Independent Packing Co.	6,000 hogs;	Boyd, Lunham & Co.	6,800 hogs;
Provision Co.	13,100 hogs;	Western Packing	.....
hogs; others, 18,200 hogs.	.....	Roberts & Oake,	5,400

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,267	744	10,168	6,935
Cudahy Pkg. Co.	2,533	985	7,927	4,783
Fowler Pkg. Co.	489	1	.....	.....
Morris & Co.	3,798	898	6,171	3,374
Swift & Co.	4,325	402	16,501	8,172
Wilson & Co.	3,532	305	8,368	5,231
Local butchers	564	243	1,886	123
Total	19,488	3,348	50,721	28,598

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour & Co.	5,883	9,836	10,577
Cudahy Pkg. Co.	5,449	11,901	10,602
Dold Pkg. Co.	916	5,466	.....
Morris & Co.	4,390	6,312	.....
Swift & Co.	7,527	10,652	12,921
Glassberg, M.	25	.....	.....
Higgins Pkg. Co.	5	.....	.....
Hoffman Bros.	97	.....	.....
Mayerowich & Vail.	71	.....	.....
Midwest Pkg. Co.	42	.....	.....
O'Dea Pkg. Co.	19	.....	.....
Omaha Pkg. Co.	63	.....	.....
John Roth & Sons.	98	.....	.....
South Omaha Pkg. Co.	51	.....	.....
Lincoln Pkg. Co.	333	.....	.....
Wilson Pkg. Co.	500	.....	.....
Nagle Pkg. Co.	348	.....	.....
Sinclair Pkg. Co.	269	.....	.....
J. W. Murphy.	.....	5,648	.....
Swartz & Co.	.....	1,570	.....
Others	6	6,665	.....
Total	26,112	58,050	40,099

ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,081	10,743	2,510
Swift & Co.	3,018	13,661	1,784
Morris & Co.	597	7,985	228
St. Louis Dressed Beef Co.	1,178	.....	.....
Independent Pkg. Co.	541	3,130	50
East Side Pkg. Co.	630	3,935	179
Hell Pkg. Co.	22	1,695	.....
American Pkg. Co.	68	2,082	.....
Krey Pkg. Co.	42	1,913	.....
Sartorius Provision Co.	10	269	.....
Sieloff Pkg. Co.	92	1,547	.....
Butchers	6,647	34,282	592
Total	17,926	81,242	5,343

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	776	366	2,764	30
Wilson & Co.	680	197	3,210	1
Other butchers	62	15	296	.....
Total	1,408	578	6,269	31

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,315	144	10,078	416
Armour & Co.	3,213	56	9,514	463
Swift & Co.	1,816	21	686	830
Sacks Bros. Pkg. Co.	64	61	.....	.....
Smith Bros. Pkg. Co.	55	29	28	.....
Local butchers.	88	36	.....	.....
Eastern packers	137	.....	15,261	.....
Total	8,688	347	35,467	1,709

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,134	204	13,479	12,805
Hammond Pkg. Co.	2,374	179	6,502	4,488
Morris & Co.	2,031	307	6,900	2,322
Others	5,316	20	8,224	.....
Total	12,855	710	35,105	19,615

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	1,859	4,116	17,944	604
Hertz & Rifkin.	289	77	.....	.....
Katz & Horne Pkg. Co.	321	462	.....	.....
King, R. J.	24	17	.....	.....
Swift & Co.	2,107	6,161	27,096	518
Total	2,780	10,833	45,040	1,122

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	590	399	3,155	306
Kroger Groc. & Bak. Co.	601	129	1,256	.....
C. A. Freund.	106	55	204	.....
Gus Juengling	277	68	.....	64
J. & F. Schroth Pkg. Co.	28	.....	3,002	.....
H. H. Meyer Pkg. Co.	21	.....	2,596	.....
J. Hilberg & Sons.	205	.....	.....	101
W. G. Rehn's Sons.	177	9	.....	.....
Peoples Pkg. Co.	117	163	.....	.....
J. Bauer & Son.	119	1	.....	.....
A. Sander Pkg. Co.	.....	.....	1,492	.....
J. Vogel & Son.	.....	.....	834	.....
J. Hoffman's Sons Co.	.....	.....	617	.....
Lohrey Pkg. Co.	.....	.....	220	.....
Ideal Pkg. Co.	.....	.....	820	.....
Sam Gail.	.....	.....	409	.....
J. Schlacter & Son.	.....	.....	49	.....
Ehrhardt & Son.	.....	.....	28	.....
F. Blackburn	.....	.....	.....	28
Total	2,241	823	13,996	959

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,515	3,272	14,496	.....
Kingman & Co.	1,842	516	16,903	240
Moore & Co.	.....	.....	2,292	.....
Ind. Abut. Co.	1,409	86	1,495	190
Hilgemeier & Bro.	162	42	3,549	.....
Brown Bros.	199	27	689	.....
Riverview Pkg. Co.	13	2	53	13
Schussler Pkg. Co.	46	7	478	.....
Meier Pkg. Co.	.....	.....	247	.....
Ind. Provision Co.	.....	46	325	.....
Worm & Co.	126	10	211	.....
Miscellaneous	337	197	595	118
Total	5,649	4,215	42,011	561

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	489	311	5,065	296
Dold Pkg. Co.	206	8	4,078	.....
Local butchers	56	12	.....	.....
Total	751	331	9,143	296

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	775	223	2,951	1,837
Armour & Co.	907	109	2,448	2,501
Blaney-Murphy Co.	419	.....	922	26
Miscellaneous	621	60	1,329	1,013
Total	2,722	393	7,750	4,067

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	993	12,436	8,335	11
Swift & Co., Chicago.	183	.....	.....	.....
Swift, Harrison	15	.....	.....	.....
United Dressed Beef Co.	47	.....	.....	.....
The Layton Co.	.....	.....	1,331	.....
R. Gunz & Co.	68	.....	144	.....
F. C. Gross & Bros.	59	.....	51	8
Butchers	135	399	113	30
Others	586	182	33	.....
Total	2,086	13,025	10,007	44

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending April 28, 1923, with comparisons:

	Cattle.	Calves.	Hogs.	Sheep.
	Week ending April 28.	Previous week.	Week ending April 28.	Previous week.
Chicago	33,772	30,728	.....	.....
Kansas City	19,458	19,665	.....	.....
Omaha	24,771	24,771	.....	.....
St. Louis	17,926	17,146	.....	.....
Sioux City	8,688	7,801	.....	.....
St. Joseph	12,855	10,591	.....	.....
St. Paul	2,780	3,528	.....	.....
Oklahoma City	1,408	2,064	.....	.....
Cincinnati	2,241	2,355	.....	.....
Indianapolis	5,649	5,890	.....	.....
Wichita	751	807	.....	.....
Denver	2,722	1,947	.....	.....
Milwaukee	2,086	2,264	.....	.....
	Hogs.	Sheep.		
Chicago	137,600	142,900	.....	.....
Kansas City	50,721	74,032	.....	.....
Omaha	58,050	80,024	.....	.....
St. Louis	81,242	86,221	.....	.....
Sioux City	35,467	37,887	.....	.....
St. Joseph	35,105	49,277	.....	.....
St. Paul	45,040	41,821	.....	.....
Oklahoma City	6,269	12,218	.....	.....
Cincinnati	13,996	15,454	.....	.....
Indianapolis	42,011	48,365	.....	.....
Wichita	9,143	15,671	.....	.....
Denver	7,750	11,642	.....	.....
Milwaukee	10,007	10,916	.....	.....
	Sheep.			
Chicago	47,811	67,896	.....	.....
Kansas City	28,598	23,708	.....	.....
Omaha	20,017	41,511	.....	.....
St. Louis	5,343	5,306	.....	.....
Sioux City	1,709	1,400	.....	.....
St. Joseph	19,615	20,929	.....	.....
St. Paul	1,122	1,761	.....	.....
Oklahoma City	.....	.....	.....	.....
Cincinnati	995	246	.....	.....
Indianapolis	561	316	.....	.....
Wichita	296	471	.....	.....
Denver	4,067	4,411	.....	.....
Milwaukee	44	47	.....	.....

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—There is nothing doing in the market. Inquiries are absent and little is expected in the way of business for the balance of the week. One of the local small packers refused a bid of 16c for May all weights, and asked 16½c. April native steers are quoted 19c asked; Texas and butts recently made 18c and Colorados 17c; branded cows were booked at 13½c; heavy cows topped 13@15½c and lights 15c on certain points of slaughter; native bulls 13c; branded 11½@12c. Sales yesterday involved 3,500 April-May extra light natives 15½c and 5,000 Aprils at 15c.

COUNTRY HIDES.—While the spring meeting of the Tanners' Council is on, nothing much in the way of business is expected to be consummated in country hides. An unsatisfactory leather trade is cited as the main reason for the apathy of tanners at the moment in the raw stock situation. The attitude of almost every seller is to wait and watch developments, in view of the facts that better hides are coming and occasional sales of late slaughter hides are being made from time to time at steady to stronger levels. Tanners of the staple lines of leather, however, insist there is nothing in the consuming channels which would warrant any excitement in the raw stocks. All weight country hides are selling at 12½@13c delivered basis for good descriptions; sales as low as 12c are reported in western current receipts. Heavy steers are quoted featureless at 13½@14c; heavy cows and butts range at 12½@13c for descriptions and extremes at 13¼@14c paid as to grub content. Branded country hides are steady and quiet at 11c flat basis with country packers quoted up to 13½c paid for mixed descriptions of late slaughter stock. Bulls quoted 11@11½c; country packers quoted 13@14c asked; glues 8@8½c.

NORTHWESTERN HIDES.—There has not been a great deal doing in Twin Cities in the past ten days in hides or skins due to the apathy of tanners. Dealers are not willing to sacrifice holdings on a market with no active request and therefore await some interest on tanners' part. All weight stock is quoted at 12½@13c asked and heavy cows at 12½@12¾c nominal. Light hides are held up to 14c yet, especially for parcels showing few grubs. Bulls are quoted at 11c nominal; kipskins 13½@15c paid and calfskins at 15@17½c. Horse hides are slow at \$4.50@4.75 nominal.

CALFSKINS.—The situation in local skins is unchanged. A car of cities made 18c, a steady level and a quarter under the St. Louis sales figure. Packer descriptions remained quiet with 19c the last paid basis on April take-off. There has been a growing interest in Canadian skins on the part of Canadian tanners which crystallized in movement today of about 40,000 skins, best packers bringing 19c, choice cities 16½c and countries 15@15½c. A car of April packer skins sold to a Canadian buyer at 18½c and a couple of cars of mixed fresh city and country skins sold in Canada at 16c flat. Domestic resalted city skins sold at 16@16½c and country lots ranged down to 15c. First salted outside city skins sold at 17½@18½c as noted in late advices. Deacons continue in good request and command \$1.10@1.15 with some par-

cels held for \$1.25. Kipskins find little favor in this section. Packer April slaughter is held for 17c; earlier goods lately made 16½c; cities range at 15@15½c for lots; others 13½@15c.

MISCELLANEOUS MARKETS.—A steady market is noted in western all weight dry hides at 18@19c; horse hides are selling very slowly at \$5.00 for mixed descriptions, while best renderers are held up to \$5.50. Packer pelts are quiet and quoted entirely nominal about \$3.20@3.30; spring lambs are nominally quoted \$1.25@1.50; shearings \$1.12½c; dry pelts are meeting with more resistance and are quoted 29@32c; pickles \$5.75@8.25; hogskins 15@25c.

New York.

PACKER HIDES.—Nothing has developed since the movement in spreads at 20c. Natives are quiet and in moderate supply, being held for 18c and buyers' ideas ranging down to 17c; butts 16½c and Colorados 15½c paid for winter goods. Unsold sellers try for more money. Cows 13½c last paid and bulls 12½c. Nothing in April take-off and popular description is offered.

SMALL PACKER HIDES.—No new business is reported in eastern small packer stock. All buyers are watching developments. Sellers expect that business is in prospect and that something will be done at the Tanners' Council meeting in New York today and tomorrow. April all weight cows made 14c and steers 16½@17c in last movement and these prices are considered full value. No May stock offered as yet.

COUNTRY HIDES.—There is little doing in country hides as most buyers are away attending the Council spring meeting in New York. Some all weight western hides were reported secured at 12c delivered basis in carlots. Smaller parcels are being picked up at 11@11½c. Shippers as a rule talk strong levels for sorted weights and feel that the present quietness will soon be dissipated. Ohio and similar light hides quoted 14@14½c with the inside the ideas of any interested buyers. Southern stock quoted 13½c

ST. PAUL LIVESTOCK.

(Continued from page 42.)

this week to date totaled around 7,700 compared with marketings of about 6,500 the first three days of last week. Beef steers of a choice grade are quotable up to around \$9.50 but best load lots in this week's trade registered at \$9.00.

Cattle quotations follow: Beef steers, choice, \$9.00@9.50; good, \$8.50@9.00; medium, \$7.50@8.50; common, \$6.50@7.50. Fat heifers, \$5.50@8.25; bulk, \$6.50@7.50. Fat cows, \$4.50@7.50; bulk, \$5.00@6.50. Canners and cutters, \$2.75@3.75. Bologna bulls, \$4.00@4.75; bulk, \$4.50@4.75. Best light veal calves, \$7.25@8.50; bulk, \$7.50@7.75.

Hog receipts have been generous again this week, totaling around 36,000 for the first three days against 34,000 a week ago and 25,000 a year ago. Demand has been healthy both from packers and shippers and today's market is from 15c to 35c higher than a week ago. Shippers bought considerable numbers of 160 to 200-lb. averages today at \$8.10, bulk of the 180 to 210-lb. hogs going to packers at \$8.00, light butchers \$7.75@7.90, and heavy butchers \$7.50@7.65. Packing sows went largely at \$6.00, with pigs mostly \$7.50@7.65.

The sheep market is steady to around 25c or more higher than a week ago, with the receipts continuing limited. Good to choice woolled lambs are quotable from about \$14.00@14.75, with best shorn lambs cashing up to \$12.50. Fat woolled ewes are going mostly at \$8.00@9.00, shorn ewes, \$7.00@7.75.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, April 28, 1923:

	CATTLE.	
	Week ending April 28, 1923.	Previous week, 1922.
Chicago	33,772	30,728
Kansas City	22,890	23,702
Omaha	21,421	21,534
East St. Louis	14,312	14,534
St. Joseph	8,348	9,235
St. Louis	8,696	7,969
Philadelphia	855	934
Indianapolis	2,016	1,964
Boston	1,372	1,476
N. York and Jersey City	11,204	11,099
Oklahoma City	2,086	3,270
Milwaukee	1,475	1,760

	HOGS.	
	Week ending April 28, 1923.	Previous week, 1922.
Chicago	137,000	142,800
Kansas City	50,815	74,138
Omaha	42,578	59,996
East St. Louis	52,793	60,447
St. Joseph	27,154	40,923
St. Louis	22,951	31,822
Cedar Rapids	16,827	17,660
Ottumwa	8,109	8,109
South St. Paul	46,200	43,100
Fort Worth	5,500	9,400
Indianapolis	24,759	20,941
Indianapolis	25,714	22,039
Boston	18,717	16,542
N. York and Jersey City	51,069	51,904
Oklahoma City	6,269	12,208
Milwaukee	9,941	11,027
Cincinnati	13,200	17,100

	SHEEP.	
	Week ending April 28, 1923.	Previous week, 1922.
Chicago	47,811	67,896
Kansas City	28,660	23,855
Omaha	39,605	40,875
East St. Louis	3,195	3,129
St. Joseph	19,615	19,941
St. Louis	1,326	1,640
Philadelphia	6,773	7,994
Indianapolis	232	424
Boston	5,194	4,373
N. York and Jersey City	40,423	41,345
Oklahoma City	31	41
Milwaukee	44	165

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolas.)

Chicago, May 5, 1923.—Quotations on hides at Chicago for the week ending May 5, 1923, with comparisons, are as follows:

	PACKER HIDES.	
	Week ending May 5, '23.	Week ending April 28, '23.
Spread native	20½@22c	20½@22c
Heavy native	@19c	@19c
Heavy Texas	18 @18½c	18 @18½c
Heavy butt	18 @18½c	18 @18½c
Branded	18 @18½c	18 @18½c
Heavy Colorado	17 @17½c	17 @17½c
Ex-light Texas	13½@14c	13½@14c
Branded cows	13½@14c	13½@14c
Heavy native	14½@15½c	14½@15½c
Light native	14½@15½c	14½@15½c
Cows	14½@15½c	14½@15½c
Native bulls	13½@14c	13½@14c
Calfskins	18½@19c	18½@19c
Kip	16 @16½c	16 @16½c
Slunks, regular	\$1.15@1.25	\$1.15@1.25
Slunks, hairless	35 @75c	35 @75c
Light, Native, Butts, Colorado and Texas steers	1c per lb. less than heavies.	

	CITY AND SMALL PACKERS.	
	Week ending May 5, '23.	Week ending April 28, '23.
Natives, all	15 @15½c	15 @15½c
Bulls, native	13 @13½c	13 @13½c
Branded hides	13 @13½c	13 @13½c
Calfskins	18 @18½c	18 @18½c
Kip	15 @16c	15 @16c
Light calf	\$1.30@1.35	\$1.30@1.35
Slunks, regular	\$1.00@1.10	\$1.00@1.10
Slunks, hairless	35 @70c	35 @70c

	COUNTRY HIDES.	
	Week ending May 5, '23.	Week ending April 28, '23.
Heavy steers	13 @14c	13 @14c
Heavy cows	12½@13½c	12½@13½c
Butts	12½@13½c	12½@13½c
Extrones	13 @14c	13 @14c
Bulls	11 @11½c	11 @11½c
Branded	11 @11½c	11 @11½c
Calfskins	14 @15c	14 @15c
Kip	13 @14c	13 @14c
Light calf	\$1.20@1.25	\$1.20@1.25
Deacons	\$1.00@1.15	\$1.00@1.15
Slunks, regular	60 @75c	60 @75c
Slunks, hairless	25 @30c	25 @30c
Horsehides	\$4.50@5.00	\$4.50@5.00
Hogskins	15 @20c	15 @20c
Prices quoted are f. o. b. Chicago or Chicago freight equalized, for straight carloads or more to tanners. Dealers' price range ¼@2c per lb. less.		

	SHEEPSKINS.	
	Week ending May 5, '23.	Week ending April 28, '23.
Large packers	\$3.40@3.50	\$3.40@3.50
Small packers	\$3.00@3.30	\$3.00@3.30
Packer shear	\$1.10@1.20	\$1.10@1.20
Country pelts	\$1.75@2.75	\$1.75@2.75
Dry pelts	20 @32c	25 @31c

ICE AND REFRIGERATION

ICE NOTES.

Louisville, Ga., is planning to erect a new ice plant soon.

The Albany Ice and Storage Company, Albany, Mo., has begun work of the new plant.

The city of Jacksonville, Fla., is going to construct a municipal ice plant in the near future.

J. S. West and Co., Modesto, Cal., is going to construct a new plant at a cost of about \$40,000.

The Consumers Ice & Cold Storage Co., Sacramento, Cal., will soon have a new plant to cost about \$70,000.

Frank Bruce and others have organized a new ice company at Parrish, Ala., and will soon start to construct a plant.

The Steele Ice & Light Co., Steele, Mo., has been incorporated with a capital of \$10,000 by J. L. Moore, J. H. Workman and others.

The Consumers Ice Co., Tampa, Fla., Broad street and Nebraska avenue, will shortly erect a new branch plant near Sulphur Springs, Fla., to cost about \$70,000.

The Gloucester Ice & Refrigeration Co., Inc., Gloucester, Va., has been incorporated with a capital of \$50,000 with Alanson Crosby as president and Charles G. Kink as secretary.

REFRIGERATING ENGINEERS MEET.

The American Society of Refrigerating Engineers held its tenth western meeting at St. Louis, Mo., on May 1 and 2, 1923, and discussed some very interesting problems confronting the industry at this time. Among the subjects were the following: Performance tests on a flooded atmospheric type ammonia condenser, safety automatic refrigerating equipment, freezing tank design, pipe line refrigeration, lineal feet of pipe per expansion valve and others.

COLD STORAGE IN JAPAN.

A company has been promoted in Japan by some influential business men who recognize the urgent need for reducing the cost of living in that country by means of a sound system of cold storage. The introduction of properly equipped cold storage plants at certain centers has been urged in the past, but the opinion has been expressed that the Japanese consumer prefers Tsingtao beef to Australian meat, the latter having to the Japanese an unpleasant flavor.

It is difficult to persuade the Japanese that this objection would vanish if the proper method of thawing were widely understood. It is necessary for practical demonstrations of the art of thawing frozen meat to be given throughout the country in order to remove the existing prejudice against frozen beef.

COLD STORAGE IN LIVERPOOL.

Cold storage has proved a valuable asset to the port of Liverpool since 1885, when the first comparatively crude store was erected. There are now seventeen stores, and their total capacity of almost 9,000,000 cubic feet is capable of accommodating 80,000 tons of meat and other produce. This is merely warehouse accommodation. An immense quantity of chilled meat imported from overseas is transported from the ships direct to the inland marketing centers by means of refrigerated railway cars; but these imports could not be arranged unless cold storage was available in case it was temporarily required.

The advantages which Liverpool has derived from the development of the cold storage industry are numerous. They are shared by the shipbuilders, the shipowners, the large number of employees engaged in the manufacture of refrigerating machinery and the operators of the cold stores themselves.

NATIONAL AND LOCAL PACKERS.

(Continued from page 21.)

In another way, they have lost the slaughter of 11,536,517 head, while the local packers have been increasing 4,022,223 head. In other words, the national packers have not only had to withstand the decrease of 7,514,330 head in total annual federal inspected slaughter, but they have lost over four million head out of what was their business in 1919.

Factors in Big Packer Cut.

I have already pointed out the main factors in this decrease. To review them briefly and to mention a few additional factors involved, they may be itemized as follows:

1. Increased cost of transportation.
2. Decreased values of by-products.
3. Increasing settlement of the west.
4. Increasing production of livestock in industrial states.
5. Decreased European demand.
6. Declining markets which have decreased carry-over of cured pork products to summer.
7. Differential taxes based on investment and size of business.

It is not necessary to discuss the individual effect of each of these factors, since they all self-evidently act to the detriment of the national packers.

How Packers Prevent Loss.

The important facts to show are the steps which the national packers have taken to combat these difficulties. Reducing the tax bill was beyond their power as was the reduction of freight rates. Wages and salaries, however, were subject to adjustment and reasonable reductions were made in these, which kept in mind the duty of the national packers to producers and consumers in general as well as to their employees. The number



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Cleveland—Curtis Bros. Transfer Co.
Detroit—Brennan Truck Co.
El Paso—R. E. Huthstetner, 615 Mills Bldg.
Jacksonville—Service Warehouse Co.

Los Angeles—Mailliard & Schmiedell.
Mexico, D. F.—F. Bezaury, Jr., 7 a de Colima 225 E.
New York—Roessler & Hasslacher Chemical Co., 709 6th Ave.
Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis & Co., Inc., 623 Camp St.
Norfolk—Southgate Forwarding & Storage Co.
Pittsburgh—Pennsylvania Transfer Co.; Pennsylvania Brewers Supply Co., 158 10th St.

Philadelphia—Henry Bower Chemical Mfg. Co.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Warehouse & Distributing Co., 1 Mt. Hope St.
Savannah—Savannah Brokerage Co.
San Francisco—Mailliard & Schmiedell.
Seattle—Mailliard & Schmiedell.
Tampa—Charles Hovey, Room 215, Citizens Bank Bldg.
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of employees was greatly reduced and their efficiency increased. A single example from Armour & Company's Chicago office will suffice to illustrate. During the war over 2,000 employees were utilized in the general office, while in February, 1920, the number had been reduced to 1,150. Similarly in the plant, 16,000 employees had been reduced to something over 6,000.

Yet steps of this sort were not wholly effective despite their far-reaching nature. Without being able to define just what the size of unit must be in the national packing industry, it has developed in the last four years that there were too many units in operation for the amount of business done. Obviously no fixed figure can be arrived at, because of the relation which must exist between investment in plants, branch houses, refrigerator cars and other physical equipment in existence, and the volume of business to be done.

The tremendous losses of the national packers during the deflation period, in the neighborhood of \$100,000,000, prove very definitely that the business as a whole was out of adjustment, and suggest that the remedy did not lie in adapting each firm to a reduced volume of business, but rather in a reduction of the number of business in order that the necessary volume for profitable operation should be retained.

Much has appeared in the public press regarding the alleged monopolistic aspects of the situation, but a monopoly is impossible as long as the business of the local packers increases at the rate shown in the foregoing tables and as long as the business of the national packers decreases. As has been previously pointed out, it is a physical necessity that the national packers have a large volume of business, and if this business is to continue to reduce, the Morris purchase is obviously a step, not in the direction of monopoly, but in the nature of self-preservation.

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Chicago Section

H. C. Dix, of the Cleveland Provision Co., was in Chicago during the past week representing President Sam Nash at packers' meetings.

Sieck & Drucker, the well-known chemical and mechanical engineers, have removed their offices to No. 9 South Clinton street, Chicago.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 32,749 cattle, 18,567 calves, 98,068 hogs, and 37,089 sheep.

S. E. Anglin of the Harris Abattoir Co., Toronto, Canada, passed through Chicago this week on his way to the convention of the Interstate Cottonseed Crushers' Association.

Harry P. Beam, for the past six years a member of the law department of Armour & Company, has been appointed assistant corporation counsel of the city of Chicago.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, April 28, 1923, for shipment sold out, ranged from 8.00 to 17.00 cents per pound, averaged 12.37 cents per pound.

Vice-president C. B. Heinemann of the Institute of American Meat Packers was in New Orleans this week attending the meeting of the National Foreign Trade Council as delegate of the Institute.

Provision shipments from Chicago for the week ending April 28, 1923, with comparisons, were as follows:

	Last week.	Prev. week.	Last year.
Cured meats, lbs.	11,349,000	10,664,000	12,220,000
Lard, lbs.	10,495,000	8,054,000	6,336,000
Fresh meats, lbs.	10,810,000	20,495,000	25,069,000
Pork, bbls.	3,000	4,000	6,000
Canned meats, cases	12,000	11,000	27,000

L. Van Hessen, director of the Netherlands Industry of Animal Products, Ltd., of Rotterdam, Holland, was in Chicago this week in the course of a visit to the United States. This company has an abattoir, warehouses, etc., at Rotterdam, and also handles American packinghouse products and by-products.

Wm. C. Thorsen, for the past six years manager of the fresh pork department of the Wm. Davies Co. at Chicago, and a well-known provision expert, has resigned to accept a position with the Mutual Life

Insurance Co. of New York. His duties have been taken over by James White, formerly with the Independent Packing Co.

President J. A. Hawkinson of Allied Packers, Inc., has been elected a director of the Institute of American Meat Packers to fill the vacancy caused by the retirement of Edward Morris from the pack-



J. A. HAWKINSON,
President Allied Packers, Inc.
Elected Director of the Institute of American Meat Packers to Succeed Edward Morris.

ing business. Mr. Hawkinson was first chairman of the Retail Trade Relations Committee of the Institute, and has always been active in the organization work.

Floyd M. Sherwood has been appointed general manager of the Armour & Company plant at Sioux City, Ia., succeeding the late Arthur S. Midlam. Mr. Sherwood started with Armour in 1904. He spent the first few years buying on a small scale. In 1915 Mr. Sherwood was sent to Fort Worth to take charge of the hog buying at that point. After five years he was transferred, in 1920, to Sioux City to take a similar position.

Mrs. Chas. E. Herrick has returned from Washington, D. C., where she attended the national convention of the Daughters of the American Revolution. During the meeting Mrs. Herrick was installed as regent of the Illinois chapter, a position to which she was recently elected because of her great interest in the organization and the good work it is doing.

D. C. ("Chan") Paxson, widely known livestock commission man at Chicago, leaves Monday for California to enjoy the success he has won in the 55 years of active business here. With him go the best wishes of hosts of friends and acquaintances in the yards who expressed their good will today with a substantial gift in a little farewell meeting.

Munson P. Buel, long one of the best known commission men in the Union Stockyards, died this week at his home, 4720 Greenwood avenue, Chicago, at the age of 78 years. Mr. Buel came to Chicago in 1885, where he entered the commission business, his firm later becoming the present Evans-Snyder-Buel company. He was president of the Chicago Livestock Exchange, 1904-1906, and a member of the Saddle and Siroin Club.

F. H. Prince, Boston railroad and industrial magnate, is reported to have made overtures to the Pennsylvania railroad and the Baltimore & Ohio for the sale of his holdings in the Chicago Union Stockyards and the Central Manufacturing District, Chicago. Failing the sale of these holdings to either of the roads mentioned, Mr. Prince is said to be ready to undertake negotiations to sell to the New York Central for something in the neighborhood of \$50,000,000. Stockyards officials and others interested, however, denied knowledge of the offer.

Secretary of War Weeks has announced the award of the Distinguished Service Medal to C. H. MacDowell, president of the Armour Fertilizer Works, for service as head of the chemical branch of the War Industries Board during the war period. Mr. MacDowell was formerly president of the National Fertilizer Association. He went to Rome to attend the meeting of the International Chamber of Commerce not long ago. At the War Department it is stated that the decoration with an appropriate citation will be sent to Mr. MacDowell at his home.

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CHICAGO STOCKS OF PROVISIONS.

Stocks of provisions in Chicago at the close of business April 30, 1923, as reported to the Board of Trade, were as follows:

	April 30, 1923.	April 14, 1923.	April 30, 1922.
M. pork, new, made since Oct. 1, '22, bbls.	1,309	1,067	455
M. pork, made Oct. 1, '21, to Oct. 1, '22, other kinds of barreled pork, bbls.	29,846		29,464
*P. S. lard, made since Oct. 1, 1922, lbs.	26,999,614	22,378,500	39,918,340
P. S. lard, made Oct. 1, '21, to Oct. 1, '22 P. S. lard, previous to Oct. 1, '21, lbs.	7,212,958	6,749,435	5,229,175
Other kinds of lard, lbs.			
Short rib sides, made since Oct. 1, '22, lbs.	4,519,430	4,253,600	463,017
Short rib sides, made previous to Oct. 1, '22, lbs.	28,272		37,360
Extra short clear sides, made since Oct. 1, 1922, lbs.	737,910	658,513	650,561
Extra short clear sides, made previous to Oct. 1, '22, lbs.			
Extra short rib sides, lbs.	126,189		208,433
Dry salted short fat backs, lbs.	6,553,726		5,807,587
Dry salted shoulders, lbs.	157,784		147,954
Dry salted bellies, lbs.	30,761,768		29,621,430
Sweet pickled hams, lbs.	36,514,828		22,081,105
Sweet pickled skinned hams, lbs.	29,605,613		12,768,771
Sweet pickled bellies, lbs.	11,110,943		8,073,871
Sweet pickled Calif. or picnic hams and sweet pickled Boston shoulders, lbs.	14,160,866		6,931,568
Sweet pickled shoulders, lbs.	114,547		154,155
Other cuts of meats, lbs.	13,081,603		7,918,214
Total cut meats, lbs.	147,473,479		85,864,026
*In storage tanks and tierces.			

MOVEMENT OF PRODUCT.

	Received—	Shipped—
	April, 1923.	April, 1923.
Pork, bbls.	9,414,000	8,894,000
Lard, gross weight, lbs.	981,000	2,967,000
Meats, gross weight, lbs.	763,274	512,426
Live hogs, number.	126,398	89,634
Average weight of hogs received April, 239; April, 1922, 242; April, 1921, 237.		

How do you calculate gross or net weights of S. P. Meats in filling orders? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

SAUSAGE MEN GET TOGETHER.

Eugene A. Bower has severed his connection with the Illinois Meat Company as secretary and treasurer, and has joined the Real Sausage Company, where he will be in charge of sales. Mr. Bower was associated with the Illinois Smoked Meat Company from its inception as vice president, and later when the firm name was changed to the Illinois Meat Company he was secretary and treasurer. He has been in the meat and sausage business over fifteen years, and is thoroughly experienced in the operating as well as the sales end.

H. E. Ward, president of the Real Sausage Company, is known as one of the best sausage production men in the country, and with his new associate, Mr. Bower, forms a team whose hobby is quality and uniformity of product. Mr. Ward is also an Illinois Smoked Meat Company man, and it is the renewal of an old association in having Mr. Bower join him.

CHICAGO LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, April 23.....	21,477	3,416	52,990	17,711
Tuesday, April 24.....	12,162	5,753	27,197	14,117
Wednesday, April 25.....	12,324	2,456	21,486	13,100
Thursday, April 26.....	12,644	6,379	29,044	12,597
Friday, April 27.....	2,997	798	20,048	6,911
Saturday, April 28.....	500	290	4,000	200
Total for week.....	61,104	18,996	154,771	65,236
Previous week.....	56,232	18,649	161,072	92,185
Year ago.....	62,571	16,879	138,084	81,551
Two years ago.....	59,539	21,616	151,502	83,820

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, April 23.....	5,034	41	8,400	4,711
Tuesday, April 24.....	3,107	88	2,043	4,809
Wednesday, April 25.....	4,760	112	3,933	4,472
Thursday, April 26.....	4,760	112	3,933	4,472
Friday, April 27.....	2,226	55	6,798	1,373
Saturday, April 28.....	200		3,000	
Total for week.....	18,900	297	27,200	18,273
Previous week.....	17,803	627	30,358	29,430
Year ago.....	19,177	262	28,188	31,479
Two years ago.....	25,064	460	17,421	23,294

Receipts at Chicago for the year to April 28, 1923, with comparisons, were as follows:

	1923.	1922.
Cattle.....	958,588	925,958
Calves.....	264,124	283,145
Hogs.....	3,422,062	2,735,039
Sheep.....	1,280,870	1,184,506

Combined weekly hog receipts at eleven markets for 1923 to April 28, with comparisons.

	Week.	Year to date.
Week ending April 28.....	596,000	12,994,000
Previous week.....	716,000	
Corresponding week, 1922.....	539,000	9,391,000
Corresponding week, 1921.....	594,000	10,668,000
Corresponding week, 1920.....	544,000	10,716,000
Average, 1908 to 1922.....	498,000	10,189,000

Combined receipts at seven points for the week ending April 28, 1923, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending April 28.....	184,000	485,000	173,000
Previous week.....	178,000	588,000	188,000
1922.....	175,000	425,000	199,000
1921.....	168,000	477,000	193,000
1920.....	139,000	444,000	145,000

Average, 1914-22..... 153,000 437,000 155,000

Combined receipts at seven points to April 28, 1923, with comparisons:

	*Cattle.	Hogs.	Sheep.
1923.....	3,048,000	10,860,000	3,402,000
1922.....	2,784,000	7,899,000	2,979,000
1921.....	2,747,000	8,414,000	3,678,000
1920.....	3,107,000	8,762,000	2,900,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs for under-mentioned weeks:

	Number received.	Weight, lbs.	Top. Average.	Prices—
				lb. Top. Average.
Week ending April 28.....	156,800	238	\$ 8.30	\$ 7.75
Previous week.....	161,072	239	8.65	8.10
1922.....	138,084	241	10.75	10.35
1921.....	151,502	237	8.75	8.15
1920.....	140,194	245	13.00	12.40
1919.....	156,648	233	20.95	20.45
1918.....	159,471	241	17.85	17.35
1917.....	162,934	217	16.00	15.75
1916.....	155,986	218	10.05	9.85
1915.....	139,185	234	7.75	7.50
1914.....	92,753	234	8.67½	8.50
1913.....	119,714	239	8.55	8.40
Average, 1913-22.....	141,600	234	\$12.50	\$12.05

*Receipts and average weight for week ending April 28, 1923, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending April 28.....	\$ 9.05	\$ 7.75	\$ 7.65	\$13.40
Previous week.....	9.05	8.10	7.65	13.15
Cor. week, 1922.....	8.10	10.55	9.25	15.00
Cor. week, 1921.....	9.65	18.15	6.95	10.15
Cor. week, 1920.....	12.20	14.45	14.40	18.60
Cor. week, 1919.....	15.70	20.45	13.80	17.40
Cor. week, 1918.....	15.40	17.35	14.75	18.50
Cor. week, 1917.....	11.45	15.70	11.85	15.65
Cor. week, 1916.....	9.03	9.85	15.15	14.30
Cor. week, 1915.....	8.10	7.50	7.00	9.65
Cor. week, 1914.....	8.40	8.50	5.60	7.80
Cor. week, 1913.....	8.00	8.40	6.20	7.80
Average, 1913-22.....	\$10.40	\$12.05	\$ 9.85	\$13.10

*Lowest week from April, 1915, to April, 1921.

†Lowest from February, 1916, to April, 1921.

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards for weeks mentioned:

	Cattle.	Hogs.	Sheep.
*Week ending April 28.....	42,200	129,100	46,900
Previous week.....	38,429	130,714	62,755
1922.....	43,393	109,896	50,072
1921.....	34,475	134,081	60,528
1920.....	24,223	100,158	46,535
1919.....	36,225	145,451	68,634
1918.....	41,058	132,226	39,535

*Saturday, April 28, 1923, estimated.

Chicago packers' hog slaughter for the week ending April 28, 1923:

Armour & Co.....	15,900
Anglo-American Prov. Co.....	6,400
Swift & Co.....	15,600
G. H. Hammond Co.....	8,800
Morris & Co.....	12,500
Wilson & Co.....	14,300
Boyd-Lunham & Co.....	6,800
Western Packing Co.....	13,100
Roberts & Oake.....	5,400
Miller & Hart.....	5,300
Independent Packing Co.....	6,000
Brennan Packing Co.....	6,000
William Davies Co.....	1,600
Agar Packing Co.....	1,200
Others.....	18,200
Total.....	137,600
Previous week.....	142,800
Year ago.....	117,100
Two years ago.....	146,300
Three years ago.....	106,200

Prices at Chicago, Thursday, May 3, 1923:

CATTLE.	
Beef Steers:	
Med. and heavy wt. (1,100 lbs. up)—	
Choice and prime.....	\$ 9.70@10.25
Good.....	9.00@ 9.70
Medium.....	8.25@ 9.00
Common.....	7.25@ 8.25
Light weight (1,100 lbs. down)—	
Choice and prime.....	9.60@10.25
Good.....	8.90@ 9.60
Medium.....	8.10@ 8.90
Common.....	6.85@10.00

Butcher Cattle:	
Heifers, common choice.....	5.85@ 9.60
Cows, common choice.....	4.50@ 8.00
Bulls, bologna and beef.....	4.75@ 7.00

Canners and Cutters:	
Cows and heifers.....	3.25@ 4.65
Canner steers.....	4.00@ 5.25

Veal Calves:	
Light and med. weight, med. good and choice.....	8.25@10.00
Heavy weight, common choice.....	4.00@ 8.50

HOGS.	
Top.....	\$ 8.25
Bulk of sales.....	7.70@ 8.15
Heavy weight (250 lbs. up), med. choice.....	7.50@ 8.10
Med. weight (200-250 lbs.), med. choice.....	7.50@ 8.10
Light weights (150-200 lbs.), com. choice.....	7.80@ 8.25
Light lights (130-150 lbs.), com. choice.....	7.00@ 8.15
Packing sows (250 lbs. up), smooth.....	6.65@ 7.10
Packing sows (200 lbs. up), rough.....	6.00@ 6.75
Killing pigs (130 lbs. down), med. choice.....	6.25@ 7.00

SHEEP.	
Lambs (85 lbs. down), med. prime.....	\$13.75@15.25
Culls and common.....	10.25@13.75
Yearling wethers.....	10.00@13.75
Wethers, medium prime.....	8.00@11.50
Ewes, medium choice.....	7.00@ 8.50
Culls and common.....	3.75@ 7.00

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Chicago Provision Markets

CASH PRICES.

Based on Actual Carlot Trading, Thursday, May 3, 1923.

Green Meats.

Regular Hams—			
8-10 lbs.	avg.	.....	@16%
10-12 lbs.	avg.	.....	@16%
12-14 lbs.	avg.	.....	@15%
14-16 lbs.	avg.	.....	@15%
16-18 lbs.	avg.	.....	@15%
18-20 lbs.	avg.	.....	@15%
Skinned Hams—			
14-16 lbs.	avg.	.....	@16%
16-18 lbs.	avg.	.....	@16%
18-20 lbs.	avg.	.....	@16%
20-22 lbs.	avg.	.....	@14%
22-24 lbs.	avg.	.....	@15%
24-26 lbs.	avg.	.....	@13%
26-30 lbs.	avg.	.....	@12%

Picanes—			
4-6 lbs.	avg.	.....	@ 8%
6-8 lbs.	avg.	.....	@ 8%
8-10 lbs.	avg.	.....	@ 8%
10-12 lbs.	avg.	.....	@ 7%

Clear Bellies—			
6-8 lbs.	avg.	.....	@19
8-10 lbs.	avg.	.....	@18%
10-12 lbs.	avg.	.....	@13%
12-14 lbs.	avg.	.....	@13%
14-16 lbs.	avg.	.....	@12%

Pickled Meats.

Regular Hams—			
8-10 lbs.	avg.	.....	@16%
10-12 lbs.	avg.	.....	@16%
12-14 lbs.	avg.	.....	@15%
14-16 lbs.	avg.	.....	@15%
16-18 lbs.	avg.	.....	@15%
18-20 lbs.	avg.	.....	@15%
Skinned Hams—			
14-16 lbs.	avg.	.....	@16%
16-18 lbs.	avg.	.....	@16%
18-20 lbs.	avg.	.....	@16%
20-22 lbs.	avg.	.....	@14%
22-24 lbs.	avg.	.....	@13%
24-26 lbs.	avg.	.....	@13%
26-30 lbs.	avg.	.....	@12%

Picanes—			
4-6 lbs.	avg.	.....	@ 9
6-8 lbs.	avg.	.....	@ 8%
8-10 lbs.	avg.	.....	@ 8%
10-12 lbs.	avg.	.....	@ 8%

Clear Bellies—			
6-8 lbs.	avg.	.....	@17%
8-10 lbs.	avg.	.....	@16%
10-12 lbs.	avg.	.....	@13%
12-14 lbs.	avg.	.....	@13%
14-16 lbs.	avg.	.....	@12%

Dry Salt Meats.

Extra ribs			
.....	.....	.....	@10%
Extra clears			
.....	.....	.....	@10%
Regular plates			
.....	.....	.....	@ 8%
Clear plates			
.....	.....	.....	@ 8%
Jowl butts			
.....	.....	.....	@ 7%
Fat Backs—			
8-10 lbs.	avg.	.....	@ 9%
10-12 lbs.	avg.	.....	@ 9%
12-14 lbs.	avg.	.....	@ 9%
14-16 lbs.	avg.	.....	@ 10%
16-18 lbs.	avg.	.....	@ 10%
18-20 lbs.	avg.	.....	@ 10%
20-25 lbs.	avg.	.....	@ 10%

Clear Bellies—			
12-14 lbs.	avg.	.....	@11%
14-16 lbs.	avg.	.....	@11%
16-18 lbs.	avg.	.....	@10%
18-20 lbs.	avg.	.....	@10%
20-25 lbs.	avg.	.....	@10%
25-30 lbs.	avg.	.....	@10%
30-35 lbs.	avg.	.....	@10%

Nominal asked.

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, APRIL 28, 1923.

LARD—(Per 100 lbs.)—			
May	Open.	High.	Low.
July	11.20	11.20	11.17½
Sept.	11.47½	11.47½	11.42½
.....	11.75	11.75	11.67½
RIBS—(Boxed 25c more than loose)—			
May	9.60	9.65	9.60
July	9.62½	9.67½	9.62½
Sept.	10.25	10.25	10.22½

LARD—(Per 100 lbs.)—			
May	Open.	High.	Low.
July	11.10	11.15	11.10
Sept.	11.42½	11.42½	11.37½
.....	11.65	11.65	11.62½

MONDAY, APRIL 30, 1923.

LARD—(Per 100 lbs.)—			
May	Open.	High.	Low.
July	11.10	11.15	11.10
Sept.	11.42½	11.42½	11.37½
.....	11.65	11.65	11.62½

RIBS—(Boxed 25c more than loose)—			
May	9.65	9.65	9.60
July	9.62½	9.62½	9.57½
Sept.	10.17½	10.17½	10.15

TUESDAY, MAY 1, 1923.

LARD—(Per 100 lbs.)—			
May	Open.	High.	Low.
July	11.05	11.17½	11.02½
Sept.	11.30	11.45	11.27½
.....	11.60	11.67½	11.50
RIBS—(Boxed 25c more than loose)—			
May	9.60	9.60	9.52½
July	9.65	9.65	9.62½
Sept.	10.15	10.15	10.05

WEDNESDAY, MAY 2, 1923.

LARD—(Per 100 lbs.)—			
May	Open.	High.	Low.
July	11.00	11.05	10.95
Sept.	11.25	11.25	11.17½
.....	11.55	11.55	11.47½
RIBS—(Boxed 25c more than loose)—			
May	9.60	9.60	9.45
July	9.65	9.65	9.57½
Sept.	10.00	10.00	9.90

THURSDAY, MAY 3, 1923.

LARD—(Per 100 lbs.)—			
May	Open.	High.	Low.
July	10.92½	10.97½	10.90
Sept.	11.15	11.17½	11.12½
.....	11.35	11.40	11.35
RIBS—(Boxed 25c more than loose)—			
May	9.60	9.60	9.55
July	9.62½	9.62½	9.57½
Sept.	10.00	10.00	9.90

FRIDAY, MAY 4, 1923.

LARD—(Per 100 lbs.)—			
May	Open.	High.	Low.
July	10.97½	11.02½	10.95
Sept.	11.15-15	11.20	11.12½
.....	11.37½	11.45	11.35
RIBS—(Boxed 25c more than loose.)—			
May	9.60	9.67½	9.50
July	9.60	9.67½	9.50
Sept.	9.77½	9.85	9.75

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zann.)

New York, May 2, 1923.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 21@23c; green hams, 8-10 lbs., 18½c; 10-12 lbs., 17½c; 12-14 lbs., 17½c; green clear bellies, 6-8 lbs., 19c; 8-10 lbs., 18½c; 10-12 lbs., 17c; 12-14 lbs., 16c; green rib bellies, 10-12 lbs., 17c; 12-14 lbs., 16c; sweet pickled clear bellies, 6-8 lbs., 14c; 8-10 lbs., 14c; 10-12 lbs., 14c; 12-14 lbs., 13½c; sweet pickled rib bellies, 10-12 lbs., 14c; 12-14 lbs., 13½c; sweet pickled hams, 8-10 lbs., 19c; 10-12 lbs., 17½c; 12-14 lbs., 17c; dressed hogs, 13½c; city steam lard, 11½c; compound, 13¼@13½c.

Western prices: Pork loins, 8-10 lbs., 17½c; 10-12 lbs., 17c; 12-14 lbs., 15@16c; 14-16 lbs., 14c; skinned shoulders, 12c; boneless butts, 19@20c; Boston butts, 13@14c; lean trimmings, 12@13c; regular trimmings, 11c; spareribs, 11c; neck ribs, 5c; kidneys, 5c; livers, 2@3c; pig tongues, 15@16c; pig tails, 13@14c.

WALKER ELECTRIC TRUCKS.

The Walker Vehicle Company of Chicago, manufacturers of Walker balance drive electric trucks for city routes, has opened a branch office in Atlanta, Georgia. P. C. Pomeroy, who has had extensive experience in trucking matters while representing the White and Packard organizations, has been appointed district manager, with offices at 926 Hurt Building, Atlanta.

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, May 3, 1923, with comparisons, were reported to The National Provisioner as follows:

	Week ending May 3, 1923.	Previous week, May 3, 1922.	Cor. week, May 3, 1922.
Armour & Co.	12,500	13,600	9,500
Anglo-Amer. Prov. Co.	6,500	7,600	6,200
Swift & Co.	13,000	14,900	9,600
G. H. Hammond & Co.	7,400	8,400	4,700
Morris & Co.	10,900	13,800	9,400
Wilson & Co.	11,500	11,800	7,000
Boyd-Lunham & Co.	7,400	6,900	4,900
Western Pkg. & Prov. Co.	10,700	12,500	12,800
Roberts & Oakie	4,000	3,900	4,800
Miller & Hart	4,800	5,700	4,300
Independent Packing Co.	3,800	5,500	5,800
Brennan Packing Co.	5,500	5,900	5,800
Wm. Davies Co.	1,100	1,400	2,500
Agar Packing Co.	700	1,000	.....
Others	9,100	8,000	8,000
Total	108,600	120,900	95,300

CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	28	20
Rib roast, light end	35	32	22
Chuck roast	20	18	14
Steaks, round	32	30	25
Steaks, sirloin, first cut	50	40	30
Steaks, porterhouse	70	60	50
Steaks, flank	25	22	15
Beef stew, chuck	18	15	14
Corned briskets, boneless	22	20	18
Corned plates	14	12	10
Corned rumps, boneless	25	22	15

Lamb.

	Good.	Com.
Hindquarters	39	25
Legs	40	28
Stews	15	13
Chops, Shoulder	28	26

Mutton.

Legs	22	..
Stew	15	..
Shoulders	20	..
Chops, rib and loin	35	..

Pork.

Loins, whole, 8@10 avg.	21	@22
Loins, whole, 10@12 avg.	20	@21
Loins, whole, 12 to 14.	18	@19
Loins, whole, 14 and over.	17	@18
Chops	.....	@18
Shoulders	.....	@14
Butts	.....	@16
Spareribs	.....	@13
Hocks	.....	@14
Leaf lard, unrendered.	.....	@11

Veal.

Hindquarters	22	@30
Forequarters	12	@16
Legs	26	@25
Breasts	12½	@14
Shoulders	16	@22
Cutlets	.....	@45
Rib and loin chops	.....	@33

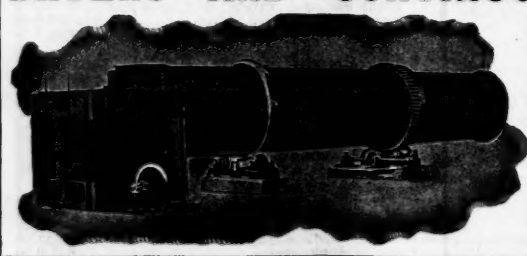
Butchers' Offal.

Suet	.....	@ 5
Shop fat	.....	@ 2
Bones, per 100 lbs.	.....	@50
Calf skins	.....	@15
Kips	.....	@14
Deacons	.....	@15

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran.	6%	7%
Crystals	7%	7%
Double refined nitrate of soda, f. o. b. N. Y. & S. F., carloads.	4%	4%
Less than carloads, granulated.	4%	4%
Crystals	5%	5%
Keps, 100@120 lbs., 1c more.	.....	.....
Boric acid, in carloads, powdered, in bbls.	11½	11
Crystal to powdered, in bbls., in 5-ton lots or more.	11½	11½
In bbls. in less than 5-ton lots.	12	11½
Borax, carloads, powdered, in bbls.	5%	5%
In ton lots, gran. or powdered, in bbls.	5%	5%
Sugar—		
Raw sugar, 96 basis, 3c Cuba duty paid	.....	@ 8.25
Second sugar, 90 basis.	.....	@ 8
Syrup, testing 63 to 65 combined sucrose and invert	.....	@30
Standard, granulated, f. o. b. New Orleans (less 2 per cent).	9.55	@10.25
Plantation, granulated, f. o. b. New Orleans (less 2 per cent).	9.50	@ 9.60
White clarified, f. o. b. New Orleans (net).	.....	@ 9½
Yellow clarified, f. o. b. New Orleans (net).	.....	@ 9
Salt—		
Granulated, car lots, per ton, f. o. b. Chicago, bulk	.....	\$ 9.80
Medium, car lots, per ton, f. o. b. Chicago, bulk	11.30
Rock, car lots, per ton, f. o. b. Chicago.	7.50

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American Process Co.

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DOMESTIC SAUSAGE

Week 1

Beef Cuts

Beef Product

Veal

Veal Product

Lamb

Mutter

Fresh Pork Etc.

Pork pancr sausage, in 1-lb. cartons.....	\$22
Country style sausage, fresh, in bulk.....	\$15
Country style sausage, fresh, in bulk.....	\$14
Country style sausage, smoked.....	\$13
Mixed sausage, fresh.....	\$13
Frankfurts in pork casings.....	\$15
Frankfurts in sheep casings.....	\$15
Bologna in beef buns, choice.....	\$14
Bologna in rolls, milled, choice.....	\$14
Bologna in cloth, paraded.....	\$14
Liver sausage in hog buns, choice.....	\$16
Liver sausage in beef rounds.....	\$10
Head cheese.....	\$11
New England luncheon specialty.....	\$22
Liberty luncheon specialty.....	\$16
Mined luncheon specialty.....	\$14
Young.....	\$19
Blood sausage.....	\$14
Pollish sausage.....	\$14
Souse.....	\$14

Cervelat, choice, in hog bungs.....	247
Cervelat, new condition, in hog bungs.....	215
Cervelat, new condition, in beef middles.....	215
Turinger Cervelat	220
Farmer	223
Holsteiner	221
L. C. G.	221
Milano Salami, choice.....	241
B. C. Salami, new condition.....	220
Frisses, choice, in hog middles.....	257
Genoa style Salami.....	251
Peperoni	231
Mortadella, new condition.....	219
Capicola	237
Italian style hams.....	237
Virginia style hams.....	237

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	5.7
Large tins, 1 to crate	6.5
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	7.0
Large tins, 1 to crate	8.0
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate	6.5
Large tins, 1 to crate	7.5
Smoked link sausage in pork casings—	
Small tins, 2 to crate	6.0
Large tins, 1 to crate	7.0

(F. O. B. CHICAGO.)	
Beef rounds, domestic, 280 sets, per tierce, per set	.18
Beef rounds, export, 225 sets, per tce., per set	.22
Beef rounds, export, 140 sets, per tce., per set	.32
Beef rounds, 110 sets, per tierce, per set	.70
Beef bungs, No. 1, 400 pieces, per tce., per set	.30
Beef bungs, No. 2, 400 pieces, per tce., per piece	.17@20
Beef wensands, No. 1, per piece	.17
Beef wensands, No. 2, per piece	.08
Beef bladders, small, per doz.	.75
Beef bladders, medium, per doz.	1.20
Beef bladders, large, per doz.	\$1.00@1.45
Hog casings, medium, f. o. s., per lb.	.90
Hog casings, extra narrow, selected, per lb.	2.00
Hog middles, with cap, per set	.16
Hog middles, without cap, per set	.14
Hog bungs, export	.21
Hog bungs, large prime	.14
Hog bungs, medium	.12
Hog bungs, narrow, no demand	.02
Hog stomachs, per piece	.05@.06

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	13.50
Pork tongues, 200-lb. bbl.....	70.00
Lamb tongues, long cut, 200-lb. bbl.....	45.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

	No. 3/4.	No. 1.	No. 2.	No. 3.
Corned beef	\$ 2.35	\$ 4.00	\$13.00
Roast beef	2.35	4.50	15.00
Roast mutton	2.40	4.75	16.00
Sliced robed beef	2.50	4.50	7.00	...
St. tongue	17.50
Lunch tongue	2.85	4.70	9.50	54.00
Corned beef hash	1.50	2.75	4.25	...
Hamburger steaks with onions	1.50	2.25	4.25	...
Vienna style sausage	1.15	2.25	4.15	...
Veal loaf, medium size	2.00
Chili con carne with, or without, beans	1.25
Potted meats80	1.40

Mess pork, regular	23.50
Family back pork, 20 to 34 pieces	24.00
Family back pork, 35 to 45 pieces	24.50
Clear back pork, 40 to 50 pieces	23.50
Clear back pork, 50 to 60 pieces	22.00
Clear plate pork, 20 to 35 pieces	19.50
Clear plate pork, 35 to 45 pieces	19.00
Bean pork	18.00
Brisket pork	20.50
Plate beef	19.00
Extra plate beef, 200-lb. barrels	20.00

1 to 6, natural color, solids, f. o. b. Chicago	@21
Cartons, rolls or prints, 1-lb.	@22
Cartons, rolls or prints, 2-@5 lbs.	@21 1/2
Shortenings, 30@60 lb. tubs	@16

COOPERAGE.		
Ash pork barrels, black iron hoops.....	1.75	@1.87 1/2
Oak pork barrels, black iron hoops.....	1.90	@1.92 1/2
Ash pork barrels, galv. iron hoops.....	1.95	@1.97 1/2

Red oak lard tcs.....	2.52 1/2	@2.35
White oak lard tcs.....	2.82 1/2	@2.85
White oak ham tcs.....		@3.20

Extra short clears.....	1010
Short short ribs.....	1010
Short clear middles, 60-lb. avg.....	1111
Clear bellies, 14@16 lbs.....	1011
Clear bellies, 18@20 lbs.....	1010
Clear bellies, 22@24 lbs.....	1010
Clear bellies, 25@30 lbs.....	1010
Rib bellies, 20@25 lbs.....	1010
Clear bellies, 25@30 lbs.....	1010
Fat backs, 10@12 lbs.....	9 9
Fat backs, 12@14 lbs.....	9 9
Fat backs, 14@16 lbs.....	1010
Regular plates.....	9 9
Butts.....	9 7

Regular ham, fancy, 14@18 lbs.	Q24
Skinned ham, fancy, 16@18 lbs.	Q24
Standard regular hams, 12@16 lbs.	Q24
Picnics, 6@8 lbs.	Q12
Breakfast bacon, fancy, 6@8 lbs.	Q30
Standard bacon, fancy, 6@8 lbs.	Q24
Standard bacon, 8@12 lbs.	21
Standard bacon, 12@14 lbs.	Q23
Standard bacon, triple, 6@8 lbs.	Q24
Cooked hams, choice, skin on, surplus fat	
off, smoked	Q34
Cooked hams, choice, skinned, surplus fat	
off, smoked	Q35
Cooked hams, choice, skinless, surplus fat	
off, smoked	Q37
Picnics, choice, surplus fat, off, smoked.	Q30
Picnics, skinned, surplus fat off, smoked.	Q30
Loin roll	Q40

Ground dried blood.....	\$ 3.50 @ 3.
Unground and crushed blood.....	8.25 @ 3.
Hog times.....	2.40 @ 3.
Ground tankage, 10 to 11%.....	3.00 @ 3.
Ground tankage, 8 to 9%.....	2.65 @ 2.
Crushed and unground tankage.....	2.30 @ 2.
Ground raw bone, per ton.....	34.00 @ 36.
Ground steamed bone, per ton.....	22.00 @ 24.
Unground, steamed bone.....	18.00 @ 20.
Unground bone tankage.....	14.00 @ 16.

	Per ton
No. 1 horns.....	\$250.00 \$300.
No. 2 horns.....	175.00 225.
No. 3 horns.....	100.00 150.
Hoofs, black and striped.....	45.00 50.
Hoofs, white.....	60.00 70.
Round shin bones, light.....	30.00 40.
Round shin bones, heavy.....	185.00 175.
Round shin bones, light and med.....	125.00 140.
Flat shin bones, heavy.....	90.00 100.
Flat shin bones, light and med.....	70.00 80.
Thigh bones, heavy.....	140.00 150.
Thigh bones, light.....	135.00 140.
Buttock bones.....	65.00 70.
Skulls, jaws and knuckles.....	36.00 38.
Rejected mfg. bones.....	55.00 57.

Note—Foregoing horns, hoofs and bones must be assorted, free from grease spots and cracks, hard and clean to cut and weigh 100 lbs. each. Hoof bags and carload lots, also well and favorably known to foreign and domestic manufacturers.

Prime, steam, cash, tierces.....	@11.
Prime, steam, loose.....	@10.
Leaf, raw	@10 1/2
Neutral lard	12 1/2 @13

Pure lard, kettle rendered, per lb., tes....	@13.
Pure lard, tierces.....	@12.
Compound.....	@13.
Barrels, $\frac{1}{4}$ c over tierces; half barrels, $\frac{1}{4}$ c over tierces; tubs and pails, 10 to 80 lbs., $\frac{1}{4}$ c to 1c over tierces.	

Oleo oil, extra.....	13%	13	13
Oleo stock.....	12	12	12
Prime No. 1 oleo oil.....	12	12	12
Prime No. 2 oleo oil.....	10%	10	10
No. 3 oleo oil.....	10	10	10
Prime oleo stearine, edible.....	9%	9	9
No. 2 oleo stearine, edible.....	9%	9	9

Edible tallow.....	10	¢ 10
Choice country tallow.....	8	¢ 8
Packers' prime, loose tallow.....	7	¢ 7
Packers' No. 2 loose tallow.....	6	¢ 6
Packers' No. 3 tallow.....	5	¢ 5
Choice country grease.....	8	¢ 8
White "A" grease.....	8	¢ 8
Yellow grease, 10 to 15 per cent acid.....	7	¢ 7
Yellow grease, 15 to 30 per cent acid.....	7	¢ 7
Brown grease.....	7	¢ 7
Crackling grease.....	6	¢ 6
Rese, naphtha extracted.....	6	¢ 6
Household grease.....	7	¢ 7
Garbage grease, loose.....	6	¢ 6

Cottonseed oil—white, deodorized, in bbls.	12%	113
Yellow, deodorized, in bbls.	12%	112
P. S. Y., loose, Chicago.	10%	111
P. S. Y., soap grade, loose.	nom. 10%	110
Soap stock, bbls., concn., 65%, f. o. b.		
Texas	6	2
Linseed oil, loose, per gal.	1.10	11
Corn oil, loose.	10%	10
Soya bean oil, seller tank, f. o. b. coast.	10%	10
Cocconut oil, seller tank, f. o. b. coast.	9	9

Prime lard ll.....	13% 014
Extra winter strained lard.....	12% 013
Extra lard oil.....	12% 012
Extra No. 1 lard oil.....	12 012
No. 1 lard oil.....	11% 012
No. 2 lard oil.....	11% 011
Pure neatfoot oil.....	13% 014
Extra neatfoot oil.....	12 012
No. 1 neatfoot oil.....	11% 012
Acidless tallow oil.....	11% 012

Retail Section

WINDOW DISPLAYS BOOST SALES.

At the meeting of the Brooklyn Branch of the United Master Butchers of America on Thursday evening, April 26th, T. A. Connors of Armour and Company spoke on the subject of window displays and their part in increasing retail sales. The meeting was the first of the retailers to be held in the handsome new building at Atlantic Avenue and South Elliott Place, and was the first of a series of talks under the auspices of the National Association of Meat Councils offered to the retail branches of the Association. Its details were arranged by the Meat Council of New York.

In pointing out the old-time methods or lack of methods in window dressing and the modern way, as shown by important retail stores in the larger cities, Mr. Connors said: "One can judge a man's business by his window. His character and ability are reflected in the window. Seldom does one see a good window without a good store behind it. Besides denoting personality, the window tells the store, catches new customers, moves slow sellers and introduces new lines.

"The type of display should be tempting and the way of displaying it should be extremely simple. The goods should have a strong appeal to the appetite, should be cleanly, seasonable and should be so arranged as to stimulate buying. One idea should be expressed at a time and if this thought is observed no window can be too large or too small to be decorated effectively.

"Someone has said that window displays have proven second in effectiveness only to newspaper advertising. Retailers may well couple their window displays with the nationally or locally advertised foods and gain much benefit from the dealers' service material offered by many firms. The window affords an opportunity, too, to broaden the market by offering for sale such items as pail lard, carton bacon, mince meat, tin sausage and fresh goods, which the grocer is so ready today to add to his lines.

"The retailer should appreciate the value of Sunday windows and night windows artistically illuminated. He should feature leaders at attractive prices and should make up his counter display with his window display. It is always well to avoid placing perishable products in sunny windows in hot weather, but sometimes this can be done if awnings are put in place."

Mr. Connors' talk was enthusiastically received by the retailers, and following his address Mr. O. Edward Jahrsdorfer, president of the Brooklyn Branch, thanked him for his service to the trade in giving the information.

HELPING HOUSEWIVES ON MEAT.

Announcement has been made of a large meat mass meeting to be held in New York on the night of Monday, May 14th,

in a well-known public school at 228 East 57th street, east of Third Ave. Another meeting of the same type for those in Jersey who are interested in the sale and uses of meat will be held on Wednesday evening, May 16, in Dickinson High School, Jersey City.

For these meetings a carefully planned program has been devised. In the Jersey meeting a side of beef will be cut in the most economical fashion and retailers will be instructed in the cutting and the kinds of cuts.

At the New York meeting the cuts will be shown and a full explanation given by a retailer of the most profitable way to sell meat.

The first address of the evening will be on the subject, "Why Meat Is Healthful." The talk will be given by Dr. C. R. Moulton, nutrition expert of the Institute of American Meat Packers.

Following the meat cutting demonstration Miss Gudrun Carlson, home economics expert of the Institute of American Meat Packers, will tell things that the housewife should know and which the butcher can tell her about cooking and serving meat.

The New York meeting will be under the auspices of the Meat Council of New York and the Jersey meeting under the auspices of the Meat Council of Hudson County. Retailers have been invited to bring their families and their store assistants, as well as any consumers of meat who might appear to be interested. Admission will be free.

TRADING STAMP MENACE.

President Kramer has called to the attention of the members of the New York Branch, United Master Butchers, several schemes that are now being presented to the public and the retail dealers for the purpose of again introducing trading stamps into the butcher business. Purchasing clubs and co-operative societies are springing up which promise the public a percentage of saving on their purchases; also insuring to themselves a percentage on the purchases.

The retail dealers realize that where they must pay a percentage of their gross profits to their customers and a percentage to any organization or society, common sense and good business practice demand that it be added to the selling price. Retail dealers all conclude that they are endeavoring to keep the selling price to the public as low as possible, and therefore they cannot fall in with this scheme. The bulletins of this Branch in future will endeavor to keep the retailers posted on the development of these schemes from time to time.

What are the yields in cutting carcass beef, New York or Philadelphia style, compared to the Chicago method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

LOCAL AND PERSONAL.

Geo. Polk will open a meat market at Oshkosh, Wis.

Jos. Wangel will open a meat market at Cloquet, Minn.

John Kamm has purchased a meat market at Dewey, Wis.

John Goering will open a meat market at St. Xavier, Mont.

John Bedell will shortly open a meat market at Goshen, N. Y.

William Krumsick will shortly open a meat market at Ione, Wash.

Joe Burnett had his meat market at Alderson, Okla., burned out.

W. W. Barrett has purchased a meat market at Manhattan, Kans.

N. W. Olson has purchased the Central Meat Market at Sidney, Neb.

B. C. Sly has purchased the meat business of Laird Bros., Tekoa, Wash.

Diamond Meat Market will shortly open for business at 1411 Green Bay, Wis.

Leopold's Cash Market, Marysville, Calif., has been opened for business.

H. O. Gregory will open a meat market in the Eagle Block at Norwich, N. Y.

The meat market of Kelley & Son, Monroe, Neb., has been damaged by fire.

B. N. Mead has sold his meat market at Sylvan Grove, Kans., to J. Lee Dunn.

The Central Meat Market will open in the Sullivan building at Phillips, Wis.

J. E. Driscoll is engaging in the meat and grocery business at Russell, Kans.

L. L. Haskins is engaging in the meat business on Main street, Warren, Minn.

H. J. Beckert has sold his meat market at Northfield, Minn., to J. H. Rahman.

W. H. Cornell will shortly establish a meat market at Harbor Springs, Mich.

August Kloppenberg has opened a meat market on North street, Hanover, Kans.

Swift, Butler & Belding have opened in the meat business at Washington, Kans.

Leonard & Stansell have purchased the Dinty Moore Meat Shop at Seneca, Kans.

Daniel Cahill will open a meat market at 1702 E. Michigan St., Indianapolis, Ind.

C. A. Schmidt has purchased the meat market of Frank Neuser at Neenah, Wis.

J. H. McClure opened a meat market at 1450 Roosevelt avenue, Indianapolis, Ind.

Adolph Kraisinger has sold his meat market at Arnold, Neb., to Frank Koubek.

Hutchins Bros. will open a meat market in the Persico Bldg., Richmond, Cal.

L. W. Bauer will open a meat market at 1814 Woodlawn avenue, Indianapolis, Ind.

Fred Rosenstrauch will open a new market in the Pohl Grocery Store, Richmond, Cal.

The meat market of Chas. Fose, White-water, Wis., was recently destroyed by fire.

The Buffalo Meat Market, 140 James St., Syracuse, N. Y., was recently damaged by fire.

The meat market of J. H. McKendrick, Camanche, Ia., was recently destroyed by fire.

Howard and Small's meat market, Reed City, Mich., was recently destroyed by fire.

The meat market of Baltzer Bros., Ludington, Mich., was recently destroyed by fire.



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DETROIT, MICH.

Many improvements will be added to the Pioneer Meat Market at Loup City, Neb.

W. H. Eave has opened the Tremont Meat Market at 5909 72nd St., Portland, Ore.

Wally Hill and Son have purchased the meat business of Jacob Jaffee, Saugerties, N. Y.

Charles Englert will shortly open a meat market at 3 No. Perry St., Johnstown, N. Y.

Al Norman has disposed of the Mackay Market, Mackay, Ida., to J. R. Pence & Sons.

A. B. Coover has purchased the meat market at Sedan, Kans., from Kalbe & Sons.

The Dodge Market, 113 North 16th St., Omaha, Neb., will shortly open for business.

J. H. Costello has purchased the Central Meat Market, Schuyler, Neb., from Walter Wolfe.

Burt Oustott has purchased the meat market of M. Gebert at Golden Valley, No. Dak.

H. C. Thomas, Weleetka, Okla., has purchased the meat market of the late S. A. Hocking.

Karrer & Rickenberg have purchased the meat market of Chas. Hayden at Lakeside, Cal.

Tyelle & Carlson have purchased the meat market of John Masengarb, Abbottsford, Wis.

J. W. Haifley and Son have purchased the Waterhouse meat market at Kendalville, Ind.

The meat market of C. E. Varney, 1707 E. 38th street, Los Angeles, Calif., has been sold.

Russell Seymour has opened a meat market in the GIB Dagnon Bldg., Ferryville, Wis.

Calvin B. Pugh has opened a meat market at 2656 Schurmann avenue, Indianapolis, Ind.

Frank Besse and Ralph Reese have recently purchased a meat market at Prophetstown, Ill.

Fred Richardson and Robert Hall will open a meat market in the Vickers block, Perry, N. Y.

The N. F. Dripps grocery added a meat department to its business at Redwood Falls, Minn.

B. Greenfield has purchased the meat and grocery business of J. B. Ross, Long Beach, Calif.

Northrup & Dick have been succeeded in their meat market at McCook, Neb., by I. J. Northrup.

Frank and J. R. Culver have purchased the Union Market at Bandon, Ore., from Griffith Bros.

W. E. Stevens has sold his meat market to L. A. Childress and F. W. McKenna at Araphoe, Neb.

The Ashtabula Market House, 185 Main St., Ashtabula, Ohio, was recently destroyed by fire.

A. C. Hendricks will engage in the meat business at 842 Massachusetts Ave., Indianapolis, Ind.

The Columbus Provision Co. has opened a meat market at 2946 Clifton street, Indianapolis, Ind.

The Albion Meat Market, Albion, Wash., owned by P. H. Matsen, was recently destroyed by fire.

Geo. Zeiter, Jr., has purchased the meat and grocery business of Geo. Coffman at Cambria, Mich.

S. S. Luther has purchased the Sunnyside meat market, Kellogg, Idaho, from Earl McCarthy.

The J. J. Befort meat and grocery business, Hays City, Kans., has been moved to new quarters.

Morris & Ratts have added a meat department to their grocery at So. Main St., Salem, Ind.

Malody Bros. have purchased the Modern Meat market, Laramie, Wyo. from Homer Hartman.

Peter Zecchini has engaged in the meat and grocery business at 375 11th street, San Pedro, Calif.

The Lincoln Market, Inc., has opened a meat market at 811 West 30th street, Indianapolis, Ind.

The Davis Grocery & Meat Market has opened at Second and Chestnuts Sts., Dodge City, Kans.

Westenfeld & Son have added a meat department to their grocery business at North Platte, Neb.

The meat market of Mary T. Burleigh, Jewett St., Ansonia, Conn., was recently destroyed by fire.

The Vinsant Grocery Co. has added a meat department to their business at Pawnee City, Neb.

C. W. DeHart has opened a meat market in connection with his grocery store at Sheridan, Mich.

The Economy Market has opened for business at Broadway and Shawnee St., Leavenworth, Kans.

The Centralia Meat Co., Centralia, Wash., are adding many improvements to their establishment.

N. W. Olson & Sons have bought the Central Meat Market at Sidney, Neb., from Frank Interholziner.

Fred Knoerle and sons have purchased the grocery and meat market of J. M. Arnold at Lacon, Ill.

The C. F. Hawkes & Son Co. has succeeded the Hawkes & Peterburg Meat Market, Preston, Ida.

The meat market of G. A. Berckett, Walthill, Ia., was recently damaged by fire to the extent of \$4,500.

The Fleischman Meat Market, Abbottsford, Wis., was recently damaged by fire to the extent of \$5,000.

A. E. Runnells and C. H. Benjamin have purchased the Runnell's meat market on Front St., Norwalk, Calif.

John H. Coffit has purchased the Briebach Meat Market at 309 South Phillips avenue, Sioux Falls, S. D.

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For Samples and Prices, write

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BOSTON MASS.

R. A. Robinson & Son have moved their meat market from 203 W. 2nd street to 128 Main street, Ottawa, Kans.

Fred B. Stone and J. Nyberg have purchased the City Meat Market, Arcadia, Neb., from G. W. Thompson.

Roy Cooper and W. E. Turley have purchased the O. K. meat market at Heber Springs, Ark., from A. Speed.

L. D. Andrews has purchased the meat and grocery business of S. W. Hendershot and Earl Luce at Adrian, Mich.

George Dietz has leased the Holland building, Russell, Kans., and has moved his stock of meats, etc., therein.

H. A. Ferguson is adding many improvements to the Birney meat market, Dewitt, Ia., which he recently purchased.

The meat market of Newton Tinsley, 1118 Eleventh St., Portsmouth, Ohio, was damaged by fire a short time ago.

The Buffalo Meat Market, 140-42 James St., Syracuse, N. Y., was recently damaged by fire to the extent of \$4,000.

William Thompson and Frank Barber have purchased the Central Market at Watertown, N. Y., from H. Reeves.

Arnold Bros. of Sac City, Ia., have purchased the meat market and grocery stock of John Van Wyngarden in Manson.

R. B. Brannon and O. H. Chrisp has purchased the White Way meat market at Bald Knob, Ark., from Mrs. Wheeler Miller.

C. E. Scharfenberg, owner of a chain of meat markets in Iowa and Illinois, will open new meat markets in Kewanee and Galesburg, Ill.

W. C. Weed and Robert Ziegelman have purchased the Rice Lake Meat & Provision Co., Rice Lake, Wis., from W. C. Thompson.

Graham & Gunn have recently purchased the meat market at 616 West Lake St., Minneapolis, Minn., which will be known as the Quality Meat Market.

New York Section

A. E. Petersen, vice-president, Wilson & Company, Chicago, is in town this week.

D. A. Wagner, assistant district superintendent, Cudahy Packing Company, New York, is visiting the various branches in the West.

Vice President F. E. Wilhelm of the Cudahy Packing Company, Chicago, sailed last Saturday on the Majestic for European points.

Max Phillips, for many years one of the best-known men in the local packing-house supply field, is now with the Williamsport Hide & Fur Co., Williamsport, Pa.

The Armour Executive Club will hold a cabaret and dance at the Berkeley Club on May 29, Decoration Day eve. Martin Brennan is chairman of the arrangement committee.

C. W. Lawrence, in charge of the credit department of Swift & Company, New York, returned to the office Monday after an absence of several weeks due to an operation for appendicitis.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending April 28, 1923, on shipment sold out, ranged from 10@16c per lb., and averaged 14.49c per lb.

In the taking over of Morris assets by Armour & Company the plant and business of Joseph Stern & Sons Co., New York, becomes a part of the Armour organization and is merged with the New York Butchers Dressed Meat Co. President F. L. Bisbee remains with the Armour organization.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending April 28, 1923: Meat—Manhattan, 2,404½ lbs.; Brooklyn, 2,511 lbs.; The Bronx, 10 lbs.; Queens, 29 lbs. Total, 4,954 lbs. Fish—Manhattan, 195 lbs.; Brooklyn, 15 lbs. Total, 210 lbs. Poultry and Game—Manhattan, 85 lbs.

Arrivals this week on the SS. American Legion from South America included Wm. J. Pinkerton, with his wife and daughter. Mr. Pinkerton is accountant for Swift & Company, and has been in Montevideo, Uruguay, for some time. Frank M. Galloway, chief engineer, Armour & Company, LaPlata, Argentina, and his family were also passengers. Mr. Galloway is on a visit and pleasure trip and will visit his old home in Virginia.

News came this week of the desertion of a former member of New York's bachelor circle. Announcements came from Havana, Cuba, of the engagement of Lucille Elizabeth Friedlein to Mr. Henry M. Schwarzschild, who is Cuban representative of Wilson & Company. Miss Friedlein is the daughter of Mr. and Mrs. Sigmund S. Friedlein of Havana. Mr. Schwarzschild was for many years head of the S. & S. and Wilson lard departments in New York.

A. H. Minwegan of Armour's purchasing department at 120 Broadway, New York, has been transferred to Chicago. Mr. Minwegan will take charge of a new division of the purchasing department, known as the surplus property division, which has

lately been created. The boys of the New York Butchers' Dressed Meat Company at a farewell luncheon presented him with a handsome silver cigarette case, the presentation speech being made by Superintendent Fryatt. The employees at 120 Broadway and the Jersey City plant presented him with a silver service.

Rozier D. Oilar, chemical engineer, arrived in New York this week on the SS. American Legion after an absence of eleven months spent partly in Peru, where he had a successful business trip, installing a compound and hydrogenating plant, winter oil and ice plant. After this he toured South America, visiting all the principal capitals. He captured the gentleman's prize for the handsomest costume on shipboard; he represented a Peruvian Indian, wearing a native costume which he had brought from that district. Mr. Oilar will visit his family in Indiana.

N. Y. MASTER BUTCHERS ELECT.

A large crowd of interested men gathered in room 818 of the Fisk Building on Tuesday evening to attend the meeting of Ye Olde New York Branch, United Master Butchers of America. Six new members were proposed and elected, while three were initiated.

The annual election took place, resulting in the following officers being chosen for the ensuing year: President, George Kramer; first vice-president, Herman Kirschbaum; second vice-president, Moe Loeb; treasurer, H. T. Vetter; corresponding secretary, Wm. H. Hornridge; financial secretary, Nathan Rosenau; warden, Wm. Kramer; trustees, H. Helm, Jacob Schmidt, George Shaffer, Wm. Hannauer, A. F. Grimm and S. Metzger.

The subject of the silver jubilee celebration for Greater New York was taken up and discussed. Quite a number of the members of this branch have contributed to the fund and others are coming along nicely, the members feeling that the celebration will react to the benefit of the trade generally, inasmuch as it will bring visitors to the city.

The annual convention of the State Association of Master Butchers also was discussed, and it was decided to hold it this year in New York City under the auspices of Ye Olde New York Branch. A committee was appointed to formulate plans for the entertainment of visitors and local members, with Moe Loeb as chairman.

The following members have been elected as delegates to the state convention, which will convene on Monday, June 11th: George Kramer, Louis Goldschmidt, I. Block, E. Collin, J. J. Doheny, H. Riley, R. Arndt, L. Goldstein, William Hannauer, Belmont Bloch, H. T. Vetter and Henry Kohler, pending investigation as to the number of delegates to which this branch is entitled.

N. Y. CUTTING DEMONSTRATION.

A second demonstration of the cutting of a side of beef before the Home Economics Department of Teachers' College, Columbia University, was given on Monday morning, April 30th, by George F. Kramer of Kramer Brothers, New York, treasurer of the Meat Council of New York and president of Ye Olde New York Branch, United Master Butchers of America.

This time Mr. Kramer's demonstration was illustrated by a large chart which he had prepared, showing the cuts of beef as located in the animal. Mr. Kramer pointed out particularly the much higher costs of the hindquarter as compared to the forequarter, although containing an equal

amount of meat. He also pointed out that the forequarter cuts have great nutritive value.

The demonstration was well received by a large group of Teachers' College students and others who were interested in the subject.

PLAN FOR MEAT WEEK. (Continued from page 20.)

On Public Relations assumes that the following factors are understood and accepted by all of us as obvious considerations:

1. The members of the Trade Extension Committee will be willing to assume responsibility for carrying out whatever plan is adopted. To carry out such a scheme effectively, the Institute must be able to look to one man in each territory to co-ordinate the efforts in that territory, avoid duplication, et cetera.

2. Special expenses will be met by special subscriptions. The Institute is making every dollar of its revenue do effective work. Its expenses approximate its income. The money is being spent on sound lines under plans developed after a good deal of study, experiment and experience. There is no surplus. All of the funds are appropriated and are appropriated for fundamental and essential purposes. Unusual expenses cannot be met from the regular budget.

3. The industry will not rest on its oars after the "Meat for Health Week" is over. The Institute will continue its constant and vigorous efforts to develop and disseminate correct information about meat; its nature, its selection, its use and its value. Moreover, special effort will be made by the membership to move surpluses as they occur.

Date.

The Committee on Public Relations suggests that the date for "Meat for Health Week" be the week beginning June 25, 1923. This week normally falls in a period when pork and lard are still surplus.

Special Posters.

1. Preparation:
The Committee on Public Relations has co-operated with the National Livestock and Meat Board in the preparation of "dummy" posters by the same procedure used in the ham campaign. The text on each poster is the same and the illustration is a reproduction of a cut in the possession of some member company of the Institute. These "dummies" will be exhibited to members of the Committee on Trade Extension. When the committee has chosen the posters which it likes best, the member companies possessing the plates of the illustrations will be asked to lend these plates to the industry, as was done in the case of the ham campaign. No advertising or trade mark, or any other means of identification will appear on the finished poster, nor should they be imprinted with any member company's name.

At least six different posters in colors will be available. These will feature five different kinds or cuts of meat, as follows: Ham, roast prime ribs of beef, bacon, boiled ham, and lamb chops. The text on all of them, as indicated, will be the same. Only the illustrations will be changed.

There will also be window streamers announcing "Meat for Health Week" and the date thereof.

Prices of the posters, including window streamers, will be furnished to the entire membership soon; also one full-size specimen in colors of the posters, one specimen of the window streamers and miniature black-and-white reproductions of the other five posters. (The estimate originally ob-

tained is now being revised in the light of slight modifications in the plan.)

Thereafter, the trade extension chairman in each territory will get into touch with every packer in his district and arrange to take orders for posters, make plans with him and others for co-ordinated distribution of the posters, etc., etc.

2. Financing:

The prices which will be quoted will be f. o. b. Chicago and will include packaging of the total quantity ordered by the entire membership collectively in one hundred lots of varying quantities. For purposes of calculating and financing the expense, the country should be divided into territories and one member of the Trade Extension Committee should be made responsible for each territory. Orders from all the packers in a given territory should be consolidated so far as possible, and the posters should be shipped to one consignee in each territory so far as practicable.

The Trade Extension Committeeman in each territory should be billed by the Institute pro-rata to the number of posters he has ordered for his territory, and should underwrite the amount involved, making the collection promptly and remitting to the Institute.

3. Distribution:

One Trade Extension Committeeman to be responsible for arrangements for the distribution in each locality, utilizing packers' wagons, packers' salesmen, retail associations, meat councils, packers' associations, and any other agencies that may be available.

Special Booklet for Consumers.

A special booklet, appropriate for distribution to consumers, will be prepared. Such a booklet will dwell on the relation of meat to health and can be prepared, financed, and distributed in accordance with some such plan as the following:

1. Contents: (a) Nutritive value of meat; (b) economical selection and wise preparation of meat; (c) recipes (with emphasis on extra edible parts and on forequarter cuts).

2. Financing:

(a) Preparation, composition, plates and specimen copies, to be advanced by Institute and National Livestock and Meat Board in co-operation.

(b) Quantities for different localities. Orders in packing industry to be taken from retailers, packers, et al., by the local extension committeeman.

(c) Distribution: (a) Distributed by mail and by extension committeemen to dealers, and by dealers to public; (b) expense of circularizing for orders. Arranging distribution, etc., to be handled locally by extension committeemen.

(d) Clearance: Orders to be consolidated, run at one printing and charged and shipped to the local extension committeeman in each territory. Payment to be made promptly after receipt.

(Note.—The rest of the plan includes demonstrations, window displays, etc., and can be presented most conveniently in tabular form.)

Demonstrations.

1. Model: Complete standardized, tested outline for meat cutting demonstration will be developed and furnished to each local extension committeeman by Institute's Bureau of Home Economics.

2. Auspices: Local extension committeeman in each territory will arrange with educational institutions, dealers, et al., to conduct the demonstrations during "Meat for Health Week." Difficulties or requests for additional information will be referred to the Bureau of Home Economics.

Window Displays.

1. Model: Outlines for different displays to be prepared and furnished to local extension committeeman in each territory by the Institute's Bureau of Merchandising.

2. Local arrangements to be worked out by local extension committeeman.

Advertising.

1. Capitalization of members' present efforts. Suitable copy to be prepared by Bureau of Public Relations for possible use by members in connection with their advertisements, invoices, stationery, etc.

Packers who advertise will, it is hoped, plan their copy ahead in such a way that their advertisements appearing during and before the week beginning June 25 will be specially applicable to "Meat for Health Week" and its purpose. It is also hoped that in cases where the copy can not be changed or plates already have been made, a line of type calling attention to "Meat for Health Week" and its date, will be added.

2. Special Advertising.—(a) Newspaper advertisements; (b) slides and films.

3. Capitalizing Advertising of Allied Businesses.—Appropriate copy for incorporation in advertisements of allied businesses—retailers of meat, manufacturers of refrigerators, showcases, paper, twine, etc., etc.—will be prepared and distributed by the Bureau of Public Relations and the National Livestock and Meat Board in co-operation.

4. Miscellaneous Publicity.—Miscellaneous means of publicity will be utilized by the Bureau of Public Relations in addition to those mentioned specifically, such as added demonstrations, exhibits, etc. Among such means may be mentioned also the co-operation of the trade press, the general press, household editors (with co-operation of the Bureau of Home Economics), etc.

Co-operation Through Retailers.

1. National Association of Meat Councils.
2. United Master Butchers of America.
3. Local meat councils.

In cities where there is a meat council, the active participation of the council should be obtained, and the council should work out definite plans for co-operating.

In towns where there are no meat councils, the local extension committeeman and his fellow members should arrange to enlist the active co-operation of the retailers, calling them together in a mass meeting and taking such other proper steps as are necessary in the way of organization to obtain the full support of the dealers.

Co-operation of Other Agencies.

We understand the National Livestock and Meat Board is requesting the co-operation of various other agencies along various lines, some of which are indicated as follows: Agricultural associations, agricultural colleges, U. S. Department of Agriculture, breed associations, livestock associations, railroads, hotels, restaurants, home demonstration agents, county agents, etc.

Plan to Move Particular Surpluses.

A number of times every year the packing industry is faced with surpluses of one sort of meat or another. Last year, for example, one of the outstanding surpluses was hams; another time it may be some other kind or cut of meat. Occasionally several different kinds of meat are dragging at the same time.

Experience has demonstrated fairly convincingly that it is possible to move these surpluses into trade and thence into consumptive channels through special efforts.

The Committee on Public Relations recommends, and requests a vote on the recommendation, that whenever a surplus occurs, special effort be made to move it, such as was made in the case of the ham campaign.

The central rallying material—something to give physical form to the effort, to arouse the packers and their salesmen, to interest the retailer, and to reach the consumer—should be posters like those developed and distributed by the Bureau of Public Relations when it was sought to move ham. Several hundred thousand



Space
Occupied by
Ice Storage

SPACE
REQUIRED
FOR
BAKER
PLANT

Point No. 8

Occupies Little Space

Some merchants have an idea that a refrigerating machine sufficiently large enough to keep their meats, vegetables, butter, etc., in a fresh, saleable condition, will necessarily take up a lot of valuable room in the store.

Manufacturers of ice machines have overcome this difficulty by building self-contained refrigerating units. I know personally of one self-contained unit that will deliver as high as 5 tons refrigeration. It does not take up any more space than an ordinary sized office desk.

Yours truly,

Market Joe

Baker Ice Machine Co., Inc.
Omaha, Nebraska

Gentlemen:

Please send me your bulletin 42D.
We may install mechanical refrigeration
about 19....

Name

Street

City..... State.....

BAKER SYSTEM
REFRIGERATION

colored posters of one kind can be printed, encased, shipped and distributed to packers, for four or five thousand dollars. The effect on consumers, on dealers, on dealers' salesmen, and on packers' salesmen, on press and public, is worth many times that amount in the stimulus that it gives to demand and hence to consumption. The ham posters became the focus and activating point of efforts that were beneficial to packer, producer and public.

If each company represented directly on the Trade Extension Committee should do its part in the way of special effort at times when there is a big surplus of some commodity on the market, and if each extension committeeman got his neighbors to do their part, a surplus of any particular product probably could be moved into trade channels and into consumption very speedily. The Committee on Public Relations recommends that such action be taken whenever a heavy surplus occurs, and that the financing be on the same basis as that proposed in the present instance.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, ordinary to prime.....	7.50@10.30
Cows, common to choice.....	1.75@ 5.50
Bulls, common to choice.....	4.00@ 8.40

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	16.75@17.00
Calves, veals, common to medium.....	11.00@15.25
Calves, veals, culls, per 100 lbs.....	7.00@10.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	15.75@16.00
Sheep, ewes, prime, 100 lbs.....	7.25@ 7.50
Sheep, ewes, common to good, per 100 lbs.....	4.50@ 7.00

LIVE HOGS.

Hogs, heavy.....	8.25@8.75
Hogs, medium.....	8.80@9.10
Hogs, 140 lbs.....	8.90@9.10
Pigs, under 70 lbs.....	8.25@8.75
Roughs.....	6% @ 7c

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	16% @17%
Choice, native, light.....	17 @17%
Native, common to fair.....	15 @16%

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	15 @16
Native choice yearlings, 400@600 lbs.....	15 @16
Western steers, 600@800 lbs.....	13 @14
Texas steers, 400@600 lbs.....	11 @12
Good to choice heifers.....	14 @15
Choice cows.....	12 @13
Common to fair cows.....	10 @11
Fresh bologna bulls.....	8% @ 9

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	@22	22 @24
No. 2 ribs.....	@18	19 @21
No. 3 ribs.....	@14	15 @18
No. 1 loins.....	@27	30 @32
No. 2 loins.....	@22	27 @29
No. 3 loins.....	@14	24 @26
No. 2 hinds and ribs.....	23 @24	21 @24
No. 2 hinds and ribs.....	16 @18	19 @20
No. 3 hinds and ribs.....	10 @12	18 @18 1/2
No. 1 rounds.....	@13	14 @14
No. 2 rounds.....	@12	13 @13
No. 3 rounds.....	@10	12 @12
No. 1 chuck.....	@ 9	11 @11
No. 2 chuck.....	@ 7	9 @10
No. 3 chuck.....	@ 6	9 1/4 @10 1/2
Bolognas.....	@ 6	9 @10
Rolls, reg., 6@8 lbs. avg.....	22 @23	
Rolls, reg., 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@5 lbs. avg.....	60 @70	
Tenderloins, 5@6 lbs. avg.....	80 @90	
Shoulder chods.....	10 @11	

DRESSED CALVES.

Prime.....	19 @20
Choice.....	17 @19
Good.....	16 @17
Medium.....	13 @15
Common.....	10 @12

DRESSED HOGS.

Hogs, heavy.....	@12 1/2
Hogs, 150 lbs.....	@12 1/2
Hogs, 160 lbs.....	@13 1/4
Hogs, 140 lbs.....	@13 1/4
Pigs, 80 lbs.....	@13 1/4

DRESSED SHEEP AND LAMBS.

Lambs, 8@10 lbs. avg.....	24 @26
Lambs, poor to good.....	19 @23
Sheep, choice.....	17 @19
Sheep, medium to good.....	15 @16
Sheep, culls.....	12 @14

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	23 @25
Hams, 10@12 lbs. avg.....	22 @25
Hams, 12@14 lbs. avg.....	22 @23
Picnics, 4@6 lbs. avg.....	12 @14
Picnics, 6@8 lbs. avg.....	12 @13
Rowlettas, 6@8 lb. avg., per lb.....	11 @12
Beef tongue, light.....	35 @40
Beef tongue, heavy.....	43 @45
Bacon, boneless, Western.....	27 @30
Bacon, boneless, city.....	22 @24
Pickled bellies, 10@12 lbs. avg.....	20 @22

FRESH PORK CUTS.

Fresh pork loins, Western, 10@12 lbs. avg.....	17 @18
Fresh pork tenderloins.....	52 @55
Frozen pork loins, 10@12 lbs. avg.....	14 @15
Frozen pork tenderloins.....	38 @40
Shoulders, city, 10@12 lbs. avg.....	16 @17
Shoulders, Western, 10@12 lbs. avg.....	12 @13
Butts, boneless, Western.....	17 @18
Butts, regular, Western.....	14 @15
Fresh hams, city, 8@10 lbs. avg.....	22 @23
Fresh hams, Western, 10@12 lbs. avg.....	20 @21
Fresh picnic hams, Western, 6@8 lbs. avg.....	12 @13
Extra lean pork trimmings.....	14 @15
Regular pork trimmings, 50% lean.....	7 @ 8
Fresh spare ribs.....	11 @12
Raw leaf lard.....	12 @13

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	150.00@175.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	110.00@120.00
Black hoofs, per ton.....	70.00@ 75.00
Striped hoofs, per ton.....	70.00@ 75.00
White hoofs, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	@140.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@34c	a pound
Fresh steer tongues, L. C. trim'd.....	@40c	a pound
Calves, heads, scalded.....	@65c	a piece
Sweetbreads, veal.....	@75c	a pair
Sweetbreads, beef.....	@55c	a pound
Beef kidneys.....	@16c	a pound
Mutton kidneys.....	@ 8c	each
Livers, beef.....	@18c	a pound
Oxtails.....	@12c	each
Hearts, beef.....	@ 8c	a pound
Beef hanging tenders.....	@15c	a pound
Lamb fries.....	@10c	apair

BUTCHER'S FAT.

Shopfat.....	@ 3 1/4
Breast fat.....	@ 4 1/4
Edible suet.....	@ 6 1/4
Cond. suet.....	5 1/4
Bones.....	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	14 1/2	17 1/2
Pepper, Sing., black.....	10 1/2	13 1/2
Pepper, red.....	30	34
Allspice.....	5 1/2	8 1/2
Cinnamon.....	13	17
Coriander.....	12	15
Cloves.....	28 1/2	35 1/2
Ginger.....	17	20
Mace.....	54	59

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls.	per lb.
Double refined saltpetre, granulated.....	6% 6% 6%		
Double refined saltpetre, small crystals.....	7% 7% 7%		
Double refined nitrate soda, granulated.....	4% 4% 4%		
Double refined nitrate soda, crystals.....	5% 5% 5%		
In 25 barrel lots:			
Double refined saltpetre, granulated.....	6% 6% 6%		
Double refined saltpetre, small crystals.....	7% 7% 7%		
Double refined nitrate soda, granulated.....	4% 4% 4%		
Double refined nitrate soda, crystals.....	5% 5% 5%		
Carload lots:			
Double refined nitrate of soda, granulated.....	4% 4% 4%		
Double refined nitrate of soda, crystals.....	5% 5% 5%		

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 lbs.
Prime No. 1 veals 10.....	2.20	2.30	2.55	3.30	
Prime No. 2 veals 17.....	2.00	2.05	2.30	3.05	
Buttermilk No. 1.....	1.16	1.90	1.95	2.20	
Buttermilk No. 2.....	1.14	1.70	1.70	1.95	
Branded grubby.....	1.11	1.20	1.30	1.45	1.90
No.3.....	At value				

DRESSED POULTRY.

	FRESH KILLED.
Fowls—Fresh—dry packed, milk fed—12 to box.....	
Western, 66 lbs. and over to dozen, lb.....	27 @28
Western, 48 to 54 lbs. to dozen, lb.....	30 @31
Western, 43 to 47 lbs. to dozen, lb.....	29 @30
Western, 36 to 42 lbs. to dozen, lb.....	27 @28
Western, 30 to 35 lbs. to dozen, lb.....	25 @26

Fowls—Fresh—dry packed, corn fed—12 to box.....	
Western, 66 lbs. and over to dozen, lb.....	26 @27
Western, 48 to 54 lbs. to dozen, lb.....	28 @30
Western, 43 to 47 lbs. to dozen, lb.....	27 @29
Western, 36 to 42 lbs. to dozen, lb.....	26 @27
Western, 30 to 35 lbs. to dozen, lb.....	23 @25
Fowls—Fresh—dry packed, corn fed—barrels.....	
Western, dry packed, 5 lbs. and over, lb.....	25 @27
Western, dry packed, 4 1/2 lbs. each, lb.....	25 @27
Western, dry packed, 3 1/2 lbs. each, lb.....	23 @25
Western, dry packed, 3 lbs. and under, lb.....	22 @22
Old Cocks—Fresh—dry packed—boxes or bbls.....	
Western, dry picked, small, boxes.....	17 @19
Western, scalded, bbls.....	16 @18
Ducks—	
Long Island, per lb., boxes.....	
Squabs—	
White, 12 lbs. to doz., per doz.....	@10.00
White, 10 lbs. to doz., per doz.....	@8.00
Culls, per doz.....	1.50@2.00

LIVE POULTRY.

Broilers, spring, via freight.....	@28
Old roosters, via freight.....	@17
Ducks, Western, via express.....	@23
Turkeys, hens, via express.....	@40
Geese, via express.....	12 @14
Pigeons, per pair, via freight or express.....	@50
Guineas, per pair, via freight or express.....	@70

BUTTER.

Creamery, extras (92 score).....	@42
Creamery, seconds.....	40% @41
Creamery, firsts.....	41 @41 1/4
Creamery, lower grades.....	39 @40

EGGS.

Fresh gathered, extras, per doz.....	32 @32 1/4
Fresh gathered, extra firsts.....	29 1/2 @30 1/4
Fresh gathered, firsts.....	28 @29
Fresh gathered checks, fair to choice, dry.....	23 1/2 @24 1/4
Fresh gathered dirties, reg. packer, No. 1.....	1.25@1.25 1/4

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

	Ammoniates.
Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.....	@43.30
Ammonium sulphate, double bags, per 100 lbs., f. a. s., New York.....	3.70 @ 3.80
Blood, dried, 15-16% per unit.....	@ 4.00
Fish scrap, dried, 11% ammonia, 15% B. P. L., delivered Baltimore.....	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.....	4.75 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A. f. o. b. fish factory.....	3.75 and 50c
Soda nitrate, in bags, 100 lbs., spot.....	@ 2.62 1/2
Soda nitrate, in bags, futures.....	2.60 @ 2.50
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	3.50 and 10c
Tankage, unground, 9-10% ammonia.....	3.00 and 10c
	Phosphates.
Bone meal, steamed, 3 and 50 bags per ton.....	@36.00
Bone meal, raw, 4 1/2 and 50 bags per ton.....	@40.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%.....	@ 9.50
	Potash.
Kalnit, 12.4% bulk, per ton.....	@ 7.23
Manure salt, 20% bulk, per ton.....	@10.00
Muriate, in bags, basis 80%, per ton.....	@33.50
Sulphate, basis 90% bags, ton.....	@44.50

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of April 21 to April 27, 1923:

	21.	23.	24.	25.	26.	27.
Chicago.....	40 1/4	41	40 1/4	39 1/4	40	40
New York.....	42 1/4	42 1/4	42 1/4	42 1/4	42	42
Boston.....	43	43	43	42 1/4	42	42
Phila.....	42 1/4	42 1/4	42 1/4	41 1/4	41 1/4	41 1/4

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	41	41	40	39 1/4	40	40 1/4	40 1/4
Receipts of butter by cities, tubs:							
This week.....	32,007	30,017	29,781	800,280	699,320	699,320	699,320
Chicago.....	37,274	41,947	42,754	970,399	894,178	894,178	894,178
New York.....	15,734	12,676	8,524	282,304	230,230	230,230	230,230
Boston.....	15,178	12,471	9,783	270,261	255,515	255,515	255,515
Phila.....							

Total.....100,193 97,111 91,122 2,323,283 2,088,667

Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand April 27.	Cor. day of wk. 1923.
Chicago.....	5,351	11,783	313,707	408,521
New York.....	58,220	100,580	958,846	1,211,241
Boston.....	15,052	4,277	75,449	325,634
Phila.....	17,870	3,640	298,870	45,780
Total.....	94,493	129,529	1,344,872	1,990,976

23.

27
30
29
27
25

27
27
25
22

19
18

.....

10.00
28.00
12.00

28
17
28
40
14
50
70

42
41
41 1/4
40

32 1/4
30 1/4
29
24 1/4
25 1/4

3.30
3.50
4.00

and 10c
and 50c
2.62 1/4
2.50

and 10c
and 10c

8.00
0.00
9.50
7.22
0.00
3.50
4.50

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- 1/4
-1
cen-
- 1/4

uary
1922
899,329
894,173
239,539
255,815
888,687

Cor.
ay of
1922
408,331
111,241
225,634
45,700
890,978